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BREXIT BUST OR BOUNCE?

On 'Black Wednesday' 24 years ago the pound crashed out of Europe's ERM (Exchange Rate Mechanism). To the surprise of economists, media and the Establishment, Britain's economy didn't tank.

It started to grow and never looked back. Was last month's Brexit vote the beginning of the end, or another fresh start, asks Mike Rigby MRA Marketing?

However you voted and whatever you expected or hoped for from the Brexit referendum, the initial chaos has been resolved, mostly in surprising ways. The result was a shock to both camps. They either disbelieved what the polls were telling them, or saw what they wanted to see, regardless of actual numbers. Neither Remain nor Leave had planned for a different outcome, and the ensuing turmoil triggered the greatest political storm in living memory.

It's too soon to know how successful Theresa May and her new Government will be. But without an effective opposition, whatever Government wants it can do.

THE POLLS GOT IT RIGHT

The shock many felt that caused the chaos is a reflection of how inward looking we've become. The media, politicians and 'the Establishment' mostly live and work in London, and London has become a different country from the rest of England & Wales. You can't blame the polls for misleading us because they got it right. By the last week of the campaign it was clear it was very close and it all depended on who turned out in what number. Analysing the polls, one of



Mike Rigby.

MRA's copywriters, Cathy Lynn, forecast the final result with great accuracy, and won our applause and a cake!

GROUPTHINK GRIPS THE ESTABLISHMENT & NATIONAL MEDIA

If everyone you know voted as you did, it was a shock. The national media were appalled. Afflicted by groupthink, they spread self-fulfilling panic among readers and viewers. Seen through their eyes, Britain has committed suicide. Exchange rates plunged. Shares were on a roller coaster.

IS STERLING DOOMED?

Time period	USD per 1 GBP	USD per 1 EUR
1 week to 13 July	+2.1%	+0.2%
1 year to 13 July	-15.6%	+1.4%
1 year to 1st June	-7.6%	+2.0%

Continued on page 12...

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Issue 65
August 2016







pearl
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ONLINE WARRANTY REGISTRATION

As a ground-breaking industry first, Pearl Window Systems are pleased to announce the launch of an online warranty registration scheme direct to the manufacturers, for the following products:

- **25 years** anti-corrosion warranty on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- **10 years** door warranty on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 years** casement warranty on Total Hardware friction stays and espags, Trojan window handles and Kenrick shootbolts.

INSTALLATION COMPLETION

On completion of the installation you will have the option (subject to terms & conditions of sale) to give the home owner a completed warranty card. For the extended warranty to be registered this card must be completed in full by you the installation company. The unique "manufacturers order number" is the traceability for the future extended warranty. The home owner can validate the warranty online within 30 days of the purchase following the links at the bottom of the warranty card.

Once completed online this triggers the extended warranty with that specific supplier as you would see with any white goods or TV purchase.

This in no way affects the standard warranty offered at the point of sale by the windows manufacturer, however this does allow the homeowner the comfort of a long term back up direct from a select group of international hardware manufacturers. (All standard warranty, terms and conditions together with following the maintenance guidelines apply. Following the initial 12 months the extended warranty covers parts only).

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MIXED OPINIONS: **BUT LET'S BE POSITIVE**

So, Brexit means Brexit but not now, and maybe not anytime soon.

The process triggered by invoking Article 50 may not even happen until next year and then it's a process that can take two years – or possibly more. There is certainly upheaval in the UK: a new Prime Minster, more quickly in place than anyone anticipated, and a whole raft of new government ministers trying to settle into new jobs and jockeying for position, and a Foreign Minister in the shape of Mr Johnson who may prove an inspirational choice or an utter disaster. If you add to all this an opposition in turmoil and one that may have a new or existing leader, the UK political scene looks, shall we say, interesting.

Do we have a worldwide turmoil that hasn't been experienced before or is it that communication and social media means that we are better informed than ever before? Chuck into the pot the Clinton/Trump face off, the odd problem in Turkey, plus atrocities around the world and, yes, there's a lot going on and not a lot that's good.

In talking with people in our industry at a variety of functions this month, including the Glass Times Race Day, PIGS and Epwin's Press Day at The Building Centre plus GM Fundraising's Golf Day in Cheshire, opinions range wildly on not just the state of our industry, our country, or the world at large. Interestingly, the markets have settled down and even the International Monetary Fund is now saying that the UK will lead the way for growth, a speedy 'volte face' from what was being said pre-referendum. However, the Markit survey of purchasing says that there is a definite slow down. The FTSE is looking strong but the pound is weak. All this adds up to an unclear picture but, whereas before the referendum few wanted to nail their colours to any particular mast, now everyone is speaking more openly.

Much of the conversation and comment at these industry events has agreed that the vote out had a lot to do with a protest. Not a protest so much about immigration and free movement within the EU but more about self-serving politicians and unelected bureaucrats, all with their noses in the trough. I can't help feeling that more honest and open campaigns about the real issues concerning the UK's relationship with Europe may well have swung the vote another way and I suspect there may be politicians regretting the way the whole issue has been handled. Comments from colleagues in the industry seem mixed as to the effects of Brexit. While some seem happy with the performance over the year to date, there are others that have said that business fell off the cliff well before the referendum. In all, it's a mixed bag of opinion and performance. With much of our industry's materials being imported and the weakness of the £ sterling, price rises are inevitable, and so much depends on consumer confidence and disposable income. Is everything as volatile as we think? No it's not, and probably the best analysis of the situation that I have seen comes from a blog from Mike Rigby of MRA Marketing. I have asked his permission to reproduce it for our front page story and, in best journalistic traditions, what was on the front page has been despatched into 'run of paper'! I strongly recommend your reading Mike's article.

In amongst the worldwide politics we seem to have activity within our own Glass and Glazing Federation. The changes in structure and governance giving some demarcation between the trade association side and the commercial activities has been a long time coming and seems to have prompted a number of changes in personnel. No doubt more will become clear in the fullness of time.

I have already mentioned a number of functions this month that have attracted good numbers of attendees. Andy and Mandy Westhead should always be commended for their Glass Times Race Day, at Haydock Park, and I feel very privileged to be included at a competitor's event. The other that sticks in my mind, and for all the wrong reasons, is GM Fundraising's Golf Day. The day was great and raised over £8,000 but the memory was of the auction when Anglo Europe's Paul Sullivan performed one of those back-heeled scissor kicks with a signed Everton football (low bids for this one!) neatly flicking the ball to a pal on a neighbouring table. Driving home later that night I had one of those hot and cold moments. What if I'd tried that? Firstly, I couldn't do it, and secondly, if I had managed to get the ball off the ground I have visions of scattering wine glasses, bottles of the red stuff and pints of lager all over the guests. All credit to Paul: neatly done!



Chris

GOT SOMETHING TO SAY?

Email Chris at: **chris@glassnews.co.uk**

July 2016 crossword solution:



'TIME OUT' WINNERS – JUNLY!

Crossword:
Mr D Banks, Newcastle

Eye Spy:
Scott Butler, Coventry

Spot The Difference:
Sharon Bennett, Clacton on Sea, Essex

Sudoku:
Lisa Sharpe, West Lothian

Congratulations to all our winners! Good Luck in this months Time Out pages!

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Christina Shaw
/GlassNews

CONTENTS

04 Face To Face
06 Trade News
30 Installer Focus
32 Face To Face
33 Hardware
36 Face To Face
38 Aluminium Expert
44 Machinery
50 Face To Face
51 Glasstec Preview
54 Doors
62 Windows
66 Heritage Windows Expert
68 Glass News Interview: KJM Group
70 Voice Of The Industry
72 Accereditation
74 Face To Face
76 Letters
77 Charity News
78 Face To Face
79 A Year Of Improvement
80 Careers
84 Glass
85 Time Out!
86 Legal Eagle
86 Find A Supplier

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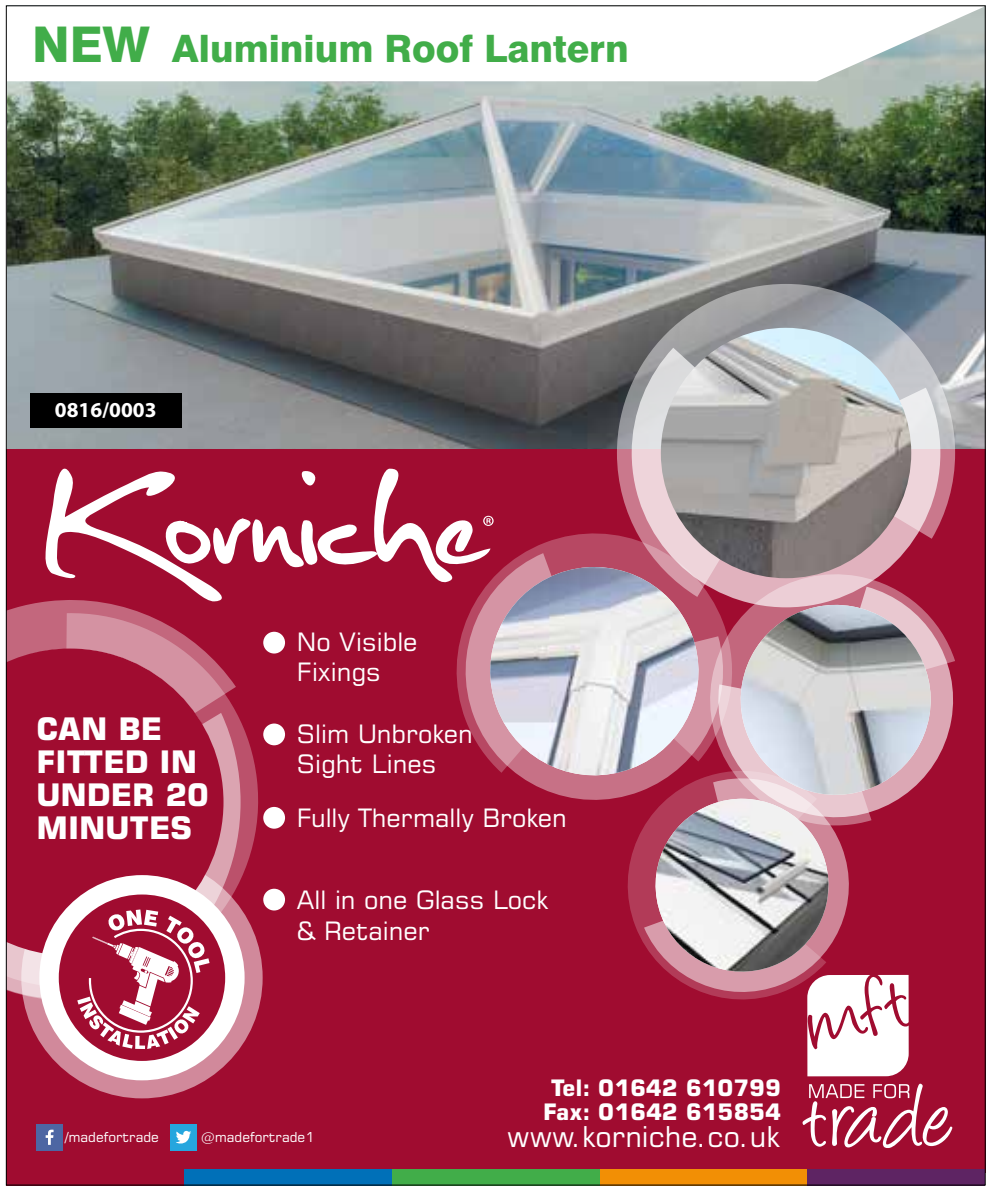

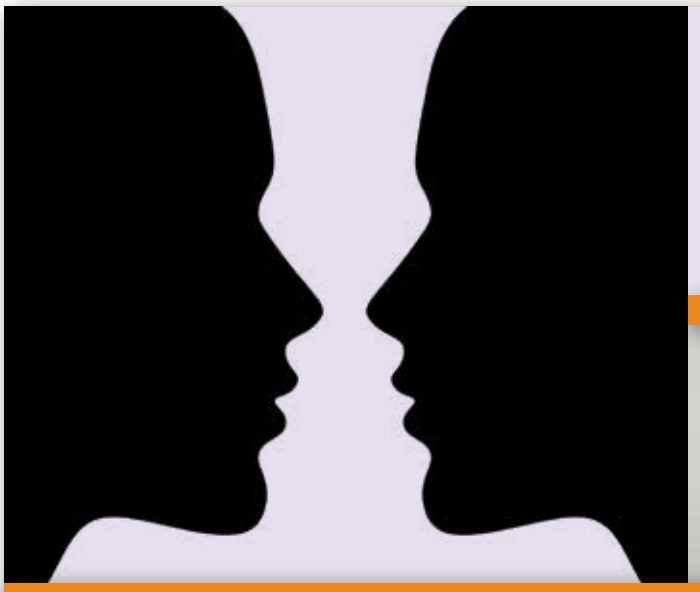

FACE TO FACE



THIS MONTH: Andy Hoyland,
Transport Manager, Thermal Windows and Conservatory Roof Systems

Andy Hoyland is Transport Manager at Thermal Windows and Conservatory Roof Systems. He is responsible for goods in and out, managing the transport drivers and ensuring that he is always available to meet customers coming to collect their windows and doors.

IT'S ALL ABOUT YOU

Where you were born and live, currently…

I am Barnsley born and bred and live happily in the area still..

Your favourite sports…

I am a life-long Leeds United Supporter and a season ticket holder. I have seen some great times and enjoyed travelling to watch them during their Champions League run of a few years ago – though we are paying for it now! A new season and a new manager brings the old enthusiasm flooding back, maybe this will be our year?! I also enjoy golf socially – especially the 19th!

Your biggest regret in life…

A number of years ago there was a chance to explore the possibility of buying into the company I worked for at the time, but it never really came to fruition for a whole host of reasons. I don't regret it as such as I am really happy doing what I do now, but I do sometimes wonder what might have happened.

Someone or something that inspires you…

Anybody who works hard. I don't have heroes or anybody I look up to particularly, but when I see people really trying to succeed and to make something of themselves from nothing then that really inspires me.

The temptation you can't resist…

Saturday nights out – a chance to put the glad rags on and go and enjoy myself with my wife and our friends. We spend a lot of time at work so having a good night out is something I cannot resist.

YOUR CAREER

When and how you joined the industry…

I joined a local glass company in 2002 working as a driver and then as despatch supervisor. From there I went to another glass company as production manager which gave me a really good insight into how a shopfloor works. That has stood me in good stead here at Thermal in my role as Despatch/Transport Manager. Knowing the challenges the lads face makes it easier for me to understand and work with them to ensure we do whatever we need to do to ensure that the customers get their windows and doors and are happy at the end of the day.

Your greatest achievement…

Being happily married, and working at a company where I really enjoy every day. I am proud to have grown up with a strong work ethic and have not had an unauthorised day off for over 13 years – it is something I am really proud of.

I make no apology for being a hard worker and for trying to inspire others to have the same commitment. If we all work hard as a team then we will all benefit.

The mistake you'd like to correct…

Not so much a mistake as a 'wonder what might have happened' had I stayed on at my YTS course as a teenager, working in a construction company. I didn't stick it out for a whole variety of reasons, but the decision was right at the time so no point looking back now.

The talent you would like to enhance…

I would really like to brush up on my computer literacy – I can find my way around the internet and the basic things we all do, but technology is moving so fast these days it seems impossible to keep up. If time permitted I would really like to get myself right up to speed and see what computer technology can do.



AND YOUR FUTURE

What you would like to do if you weren't in the industry…

I have never been out of work and if I was I have no doubt I would find something to pay the bills. I don't have any burning unfulfilled ambitions to be in this industry or that – just being able to work and know that we can afford to live happily is enough for me.

Particular ambition…

One day – maybe – to own a holiday home somewhere in the sun, a place to go to which we can call our own. Somewhere we can just take off to when the opportunity arises!

If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

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GET KITTED OUT TO OFFER YOUR CUSTOMERS SOMETHING EXTRA

Liniar is renowned for its market-leading range of innovative windows, doors and conservatory roofs – but did you know that they've also been manufacturing high quality decking systems for more than 15 years?

Now available in kit form, Liniar PVCu decking is the perfect way for you to offer your customers something extra. They'll be able to extend the style of their home into the garden with beautiful balustrades that are fully colour matched to the rest of the Liniar range of windows, doors and conservatory roofs.

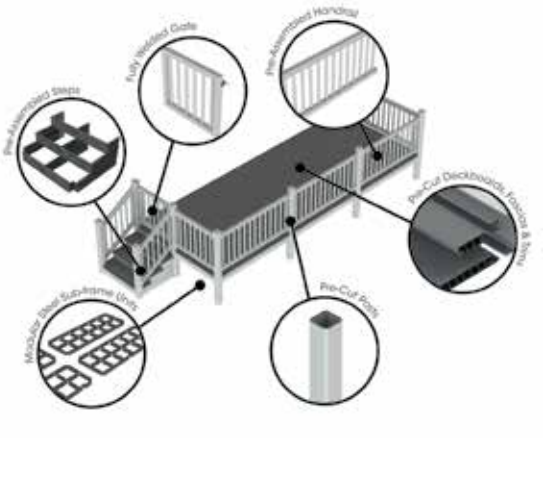
The decking kits have been designed for a simple installation with the sections delivered either part or fully assembled to minimise time on site. There's no fabrication or cutting required, only on-site construction, meaning no need for additional tools or benches.

Because each individual deck is ordered in kit form, there's no waste or left over components to store while waiting for an order to come along in the same colour.

Liniar's range is designed, modelled, tooled, manufactured, foiled and stocked at its own state-of-the-art 180,000ft² facility in the heart of the UK.

Liniar's galvanised steel sub-frame, unparalleled in the market, now comes part





assembled and has been strength tested with a weight of 1.25 tonnes.

The only fully sculptured balustrade system on the market also comes ready constructed, meaning no fiddly cutting and fitting of handrails with pickets.

Available in seven colours, including four foiled finishes, from stock, alternative foil finishes are also available and made to order - offering a perfect match with Liniar's range of windows, doors and conservatory roofs with the same single point of guarantee.

By reinforcing the posts and balustrades with steel, there's no timber to create a fire risk or to rot in damp conditions. And with no sanding, staining or painting required, homeowners will love their low-maintenance and long-lasting decking area.Liniar's woodgrain effect deckboards are available in five attractive colours and cut to length for a hassle-free installation.

You can even add matching gates and steps to your installation, which are delivered pre-fabricated – all saving the installer an incredible amount of time on site.

Kits are supplied with all necessary fixings and required hardware to put the deck together.

As well as saving time on installation, all of these benefits remove any issues finding sufficient space on site for cutting and assembly and keep mess and noise to a minimum.

With a vast selection of standard designs to choose from, plus a bespoke facility available, along with a simple ordering system, Liniar decking kits have been specifically developed to save time all-round for busy installers.

For more information go to www.liniar.co.uk/decking/decking-kits or call 01332 883900.

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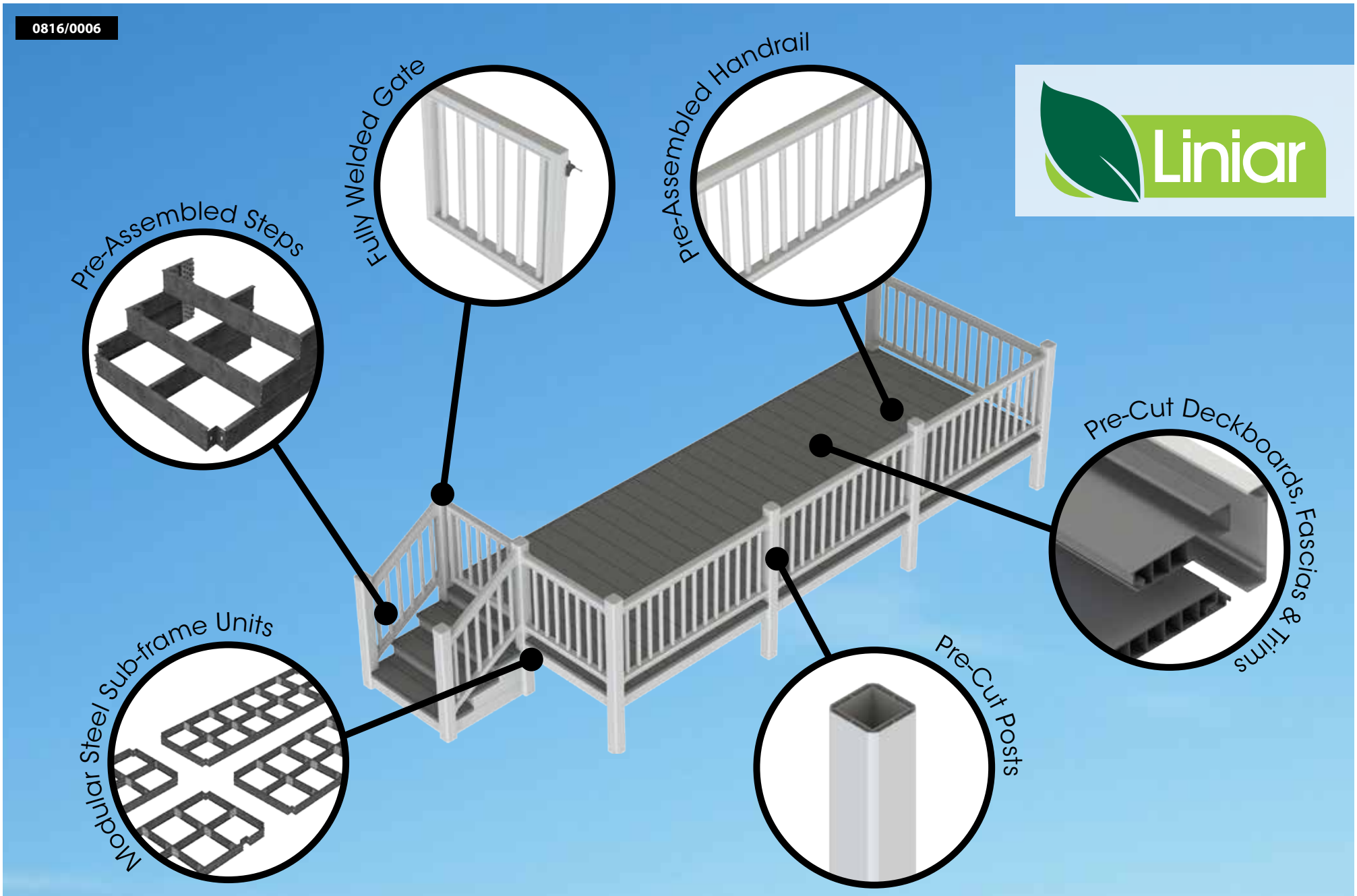
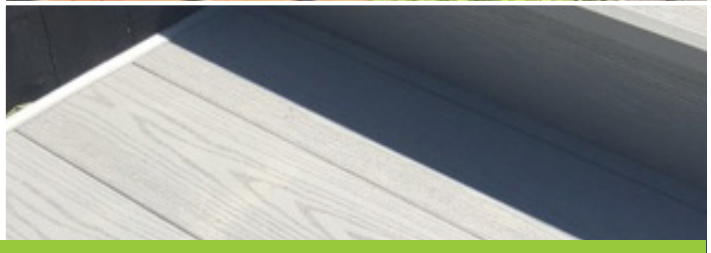


Deck it right - decking kits from Liniar

Now available in kit form, Liniar PVCu decking is the perfect way for you to offer your customers something extra. They'll be able to extend their home into the garden with beautiful balustrades that are fully colour matched to the rest of the Liniar range of windows, doors and conservatory roofs.

- Liniar deckboards are available in a choice of five colours - seashell, fossil, sand, charcoal and earth.
- With a unique sculptured finish offering an ergonomic feel and attractive appearance, Liniar balustrade panels are delivered pre-fabricated, meaning no fiddly cutting and fitting of handrails with pickets.
- Liniar balustrades are available in seven colours, including four foiled finishes, from stock. Alternative foil finishes are also available and made to order, with all of our extrusions foiled directly by Liniar at the production stage to guarantee a perfect finish.
- Liniar decking kits are supplied with woodgrain effect deckboards already cut to size, minimising the need for cutting on site and ensuring a swift installation.
- Liniar's galvanised steel sub-frame creates a strong, robust and maintenance-free base on which to build a deck. Liniar decking kits contain the sub-frame in part assembled format to enable a quick installation.





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FIT SHOW 2017 CONTRACTS KEEP ON COMING

While it still may be 10 months away the buzz for FIT Show 2017 makes it feel like it's right around the corner - for the FIT Events Ltd team it does at least. Area Sales Manager Freya Humphries' inbox is filled weekly with new contracts from companies eager to exhibit at next year's show.

After already reporting that the move to the National Exhibition Centre (NEC) had prompted a surge in exhibition stand bookings when launched discreetly to exhibitors back in December last year, almost 75% of the exhibition floor space has been snapped up already. That is 42% more space than the total at FIT Show 2016, comfortably justifying the decision to move to the larger venue.

Some of the recent additions to next year's exhibition line up include machinery manufacturers WPR TAKA and Kaban Machines, who bring a touch of international appeal to the show – WPR TAKA originate from Italy and Kaban is based in Turkey.

Brisant-Secure Limited, the company behind the Ultion brand, reports that according to its Domestic Door Security Report 85% of homeowners say security is the most important factor when choosing a new door. The company will be showcasing what selling Ultion security can do for your business at stands AT14 and AT51. They will join fellow door hardware manufacturers and suppliers Titon, Trojan, ERA, Winkhaus and Carl F Groupco.



Provider of high quality customer focused independent third party certification, IFC Certification has also signed on for FIT Show 2017. Leading glass and glazing trade federation GGF, who return after a successful 2016 show, will join the UKAS accredited company and will be at stand N30 focusing on ensuring the educational courses, seminars and training they provide, are delivered in a variety of accessible settings.

"It's great to see people invested in the industry the way that they are," said Paul Godwin, Managing Director of FIT Events Ltd, the company behind the FIT Show. "With the contracts continually coming in it has us wishing the days away and looking forward to the FIT Show's NEC debut - it's exciting."

With an impressive 45% increase in visitors to this year's FIT Show, with 8,500 window, door and conservatory fabricators, installers and other industry people making their way to Telford, the prospects are even greater for the NEC. Taking place 23-25 May 2017, to book a stand at FIT Show 2017 please contact Freya Humphries on 07572 623457, or email freya@fitshow.co.uk.

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0.15 U VALUE OF LEKA SOLID CONSERVATORY ROOFING SYSTEM IS PROVING INDUSTRY GAME CHANGER

Leading trade fabricator Modplan launched the LEKA warm roofing system at this year's FIT Show and in the first month alone has already signed up six installing partners. Heidi Sachs, Modplan's Managing Director, said: "The LEKA roofing system really is a game changer and the impact it's going to have on the industry is reflected in the rapid rate of installer sign ups. The standout benefit is undoubtedly the U value of 0.15, but that's only the start."



Manufactured in a dedicated factory in Modplan's Newport headquarters, the LEKA warm roof is the only GRP-structured thermally layered roof on the market. The lack of any aluminium or wood components in the construction means no cold bridging and no condensation, a boon for any homeowner. It also means it is up to 40% lighter than alternative solid roofs which means it can be used in many more applications.

The impressive credentials of the LEKA warm roof are backed up with Modplan's trademark customer service. Installer partners are given full training, marketing support and sales software so they can become a LEKA Approved Installer and have everything they need to start making the most of what the roof has to offer. The product has already been approved by Network VEKA and has achieved jhai Building Control accreditation too.

Retro fitting conservatory roofs to improve thermal efficiency and give homeowners the year round room they want is a rapidly growing market. The LEKA warm roof offers something genuinely different so if you want to get ahead of your competitors, it will be a valuable addition to your portfolio. To enquire about becoming a LEKA Approved Installer, contact Modplan on 01495 246844.

Modplan manufactures and provides a comprehensive range of products that includes Matrix 58, Veka Matrix 70 and 70FS, Veka Vertical sliders, a dedicated painting facility, PVC-u patio and bifold doors, conservatories, the Vertex Open Canopy, the Vertex roof system for polycarbonate, glass or tile effect, Wendland roofing system and the newly added Ultrasky, Livin room and LEKA Warm Roof. For more information on any of the Modplan's products and support, simply Ask the Man from Modplan.

Tel: 01495 246844
www.modplan.co.uk

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FRAMES CONSERVATORIES DIRECT HOSTS NETWORK VEKA BEST-PRACTICE DAY

Suffolk-based Network VEKA member company, Frames Conservatories Direct has illustrated the pioneering trade organisation's cooperative spirit in action, inviting other Network members to its showroom to discuss and share examples of best practice, branding, promotion and lead generation.

The Bury St Edmunds company has proven a revelation since joining Network VEKA, claiming awards for Best Newcomer in 2014 and national Overall Winner in the two subsequent years, at the organisation's Annual General Meeting and prize-giving.

Adrian Lewis, MD at Frames Conservatories Direct explains: "Being a Network VEKA member has been hugely instrumental in our continuing success, largely as we have embraced the numerous benefits that the organisation provides. For our part, today we aimed to showcase to other, perhaps smaller member companies, approaches to marketing, data gathering, and lead generation that they may not have considered, and ways that the Network's provision can support them in practice."

Ross Billings, Assistant Manager at Rainham's The Glasshouse agreed: "The day was a great insight into a larger company's way of doing things. The showroom was amazing and has an example of everything a customer could possibly want to see. We were given some great marketing ideas and FCD has sent us some marketing campaigns to edit and use, which is a great help."

Craig Turner, Director at Turner Windows of Somerton highlighted the ability – thanks to the geographical spread of Network VEKA members – for companies to share knowledge without jeopardising their own business' prowess: "Well worth the 8.5 hour round trip to meet FCD. Very impressed with the Showroom and their marketing initiatives. They have given me some good ideas for my own company which I will put into practice. It's good that we are able to meet other NV members who we are not in competition with, and have an open discussion about our businesses."

Simon Wade, Director at Rugby Double Glazing was grateful for the rare opportunity to hear perspectives from peers in the same business: "If we weren't members of Network VEKA, how much would it cost to get that level of information? Thank you for the opportunity to speak to other Network members and especially to Adrian and FCD for such an in-depth presentation."

Paul Nugent, owner and MD at Malvern Glass agreed: "Networking is what Network VEKA is all about and that's why we are part of it. We want the opportunity to meet like-minded professionals, exchange ideas and share experiences. FCD is an impressive set up and has given me some excellent ideas for the future" – sentiments echoed by Paul Lewington, owner and MD at Reading's Lewington & Son: "FCD showed a very professional use of the Network VEKA branding, and it was a great opportunity to meet other NV members from different areas."

With Frames Conservatories Direct and Network VEKA still fielding follow-up questions from attendees, the day clearly captured the imaginations of all involved and – after such a successful start – is sure to inspire subsequent events.



To learn more about the advantages of becoming a Network VEKA member company, visit www.networkveka.co.uk.

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RTR Bar Reinforcement



0816/0010

NEW Desert Oak Colour

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Fabricator & Fitter Friendly

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GOLDSEAL – A VERY BIG LITTLE BUSINESS

Many years ago, a fledgling trade fabricator called Glazerite began to grow, firstly by giving its small customers the kind of service that others only gave to their big accounts. But then, and more uniquely, it went on growing by remaining loyal to those same small customers even after the much bigger ones started to sign up.

Now, as a result, some of those small customers are doing very big things, still with the support of what is now The Glazerite UK Group Ltd, and there could be no better example than Aylesbury-based Goldseal Conservatories Limited. Comprising only Gary Copp with son Rhys and their friend Adam as fitters, the company has a portfolio of some very enviable installations worth as much as £60,000 per household, with no salespeople, no advertising and no promotions – and business has never been better.

Gary explained: "Glazerite has built itself by working with small companies like us that need to keep a level of service and trust in everything we do. That is very important to us and has been a big part in our getting to where we are today."

Trust is a very big part of that support, he added: "If I ring and say a frame has arrived damaged, they will take my word and get a replacement out to me straight away, not wait until they see the return, so I can get the job done.

It was not so at the beginning, he continued. Having been in the industry most of his working life, he took the big step of setting up on his own ten years ago when he grew frustrated at working for other people but at first it did not work out too well: "We just weren't getting the support we needed from our first supplier. Then after a couple of years, we moved over to Glazerite and straight away wished we'd done it sooner!"



Goldseal's customer profile of both high value properties and many traditional village locations fits in ideally with Glazerite's product range, so the Residence9 flush sash is much in demand as well as the mainstay of the acclaimed VEKA FS70 and its online gallery at www.goldseal.org.uk shows just a few of the installations in its impressive portfolio.

The Glazerite UK Group is VEKA's largest trade fabricator in the UK and a long-standing Network VEKA member. It offers a fully nationwide service based on manufacturing units in Northants, Peterborough and Greater Manchester as well as its South West distribution hub in Bristol serving South Wales and The West of England.

www.glazeritewindows.co.uk

READER ENQUIRY NO: 0816/0011

BI-FOLD SPECIALIST JUST KEEPS ON BREAKING RECORDS

The MD of a specialist bi-fold fabricator says that continued investment has put it on track to reach its ambitious manufacturing goals and keep on breaking records.

Terry Richardson established TWR Bifolds two years ago after spotting an opportunity in the premium residential and commercial door market.

His aim was to help installers take advantage of this lucrative emerging market through supplying quality aluminium bi-fold doors and offering a world class service.

Terry's business formula proved popular with installers and TWR Bifolds quickly grew from a standing start to manufacturing 35 bi-fold aluminium doors per week.

Terry anticipates this figure to increase with the opening of TWR's second factory, which is a result of significant growth across the business.

The new 25,000 sq ft factory in Peterlee, County Durham, is where TWR will exclusively manufacture bi-fold doors and it is set to be one of the biggest dedicated bi-fold door manufacturing plants in the UK.

TWR has invested hundreds of thousands of pounds in new machinery for the production of aluminium bi-folds, which has been ordered and delivered ahead of the opening of the new site this summer.

Terry comments: "Our customers have ultimately benefitted from the flourishing bi-fold door market – resulting in year on year growth of orders for TWR – and we see no signs of this market slowing down.

"The new factory will increase capacity hugely and ensure we can satisfy increasing demand without compromising quality or the speed of our lead times."

This year TWR launched its new premium fast-track service, which has been dubbed the fastest bi-fold turnaround the industry has seen.



MD, Terry Richardson.

The service has allowed installers to achieve a three working day turnaround on any standard RAL colour aluminium bi-fold door – with a six-day lead time being offered on its dual-colour aluminium bi-fold doors – subject to an order form being completed by the installer and a deposit paid.

"The goal is to hit 50 bi-fold doors per week by 2017," says Terry. "I know it's something we can achieve and right now the focus is on becoming leaner and more efficient to ensure we're fully prepared for high volume manufacturing."

READER ENQUIRY NO: 0816/0013

MILA'S GRIP ESPAG HANDLE SHORTLISTED IN *PLASTIC INDUSTRY AWARDS*

Mila's brand new ABS GRIP espag handle, has just been given almost the perfect endorsement from the plastics industry itself, having been shortlisted in the Best Industrial Product Design category at the prestigious Plastics Industry Awards.

The GRIP handle has been tested and proven to be stronger than a zinc handle yet comes with a whole range of features and benefits which are only possible because it is manufactured in ABS.

These include a carbon footprint which is 60% lower than a standard zinc handle, an anti-microbial GRIP CleanTouch option featuring a BioCote additive in the ABS, and a GRIP Colour option with paint applied to the ABS in any one of 210 RAL colours.

Mila's Managing Director Richard Gyde recognised the scale of the achievement in being nominated for the award: "As you would expect, the Plastics Industry Awards are dominated by specialist companies in that sector and by design and manufacturing consultancies working on behalf of third party suppliers."

"For Mila to make it onto the shortlist with our first ever product in ABS is fantastic and shows just what an amazing job our design and development team have done with the GRIP handle."

The Plastics Industry Awards take place in London at the end of September and are organised by the publishers of the leading publication in that sector - Plastics and Rubber Weekly.

Further details on the Mila GRIP handle are available at www.mila.co.uk.

READER ENQUIRY NO: 0816/0012

BUILDING FIRMS MAKE THE MOVE TO "ALL-INCLUSIVE" HOME IMPROVEMENT

With competition in the home improvement sector becoming increasingly fierce, more firms are diversifying their product and service portfolio to take advantage of cross selling opportunities. The trend has accentuated over the past few years as an increasing number of roofers, builders, kitchen or double glazing companies, including major national brands, have expanded their operations to supply additional products.

This is the result of an in-house analysis from full-service marketing agency for the construction and home improvement industry, Purplex.

"Savvy firms have started to make the move to 'complete' home improvement status a few years ago," says Andrew Scott, Purplex MD.

"We have seen this happening both with our own clients, as well as the wider market following research we have carried out. It seems counter-intuitive for a specialist company operating in either glazing, kitchens, roofing etc., to cross over and offer additional building products and services, as this can affect their streamlined operations and increase running costs. But today's discerning consumer is hard to win over, and once you have created a trusting relationship with them, it's tough seeing part of that business being lost, or not fully capitalised on," added Andrew.

One such example is the well-established double glazing specialist, Everest. Aside from windows and doors, the company is now offering driveways, home security systems, flat roofs and even artificial grass. "It makes complete sense," says Andrew. "A homeowner might contact a double glazing company for their windows, doors or conservatory, but often they require more building and renovation work. Companies who have spotted the opportunity derived from this type of 'integrated demand' were quick to capitalise on it, and are now hugely benefiting.



Andrew Scott, MD Purplex Marketing

"It's important that manufacturers, distributors and merchants recognise that their traditional customer base is changing and there are new customers and opportunities across the building and wider home improvement sector" concluded Andrew.

Contact Purplex on 01934 808132, or visit www.purplexmarketing.com.

READER ENQUIRY NO: 0816/0014

0816/0015

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Continued from page 1...

On 13th July, writing this, the pound in our pocket is worth 15.6% less in dollars than this time last year, but it had lost half that by the end of May for various reasons excluding Brexit, which most economists never expected to happen. So sterling has lost 7-8% of its value as a result of traders expecting the worst from Brexit. It recovered 2.1% of that in the past week as people started to calm down.

HAVE SHARES BEEN TRASHED?

When the FTSE100 bounced back up after its initial fall, the media said these large companies weren't representative and the FTSE250 index of mid-sized stocks exposed to British markets was a more accurate reflection of the UK's prospects.

Time period	FTSE100 % change	FTSE250 % change
1 month to 13 July	+12.6%	+3.2%
6 months to 13 July	+12.7%	+2.1%
1 year to 13 July	-1.2%	-5.1%

Stock markets price in what investors expect the economy to do, so is that a vote of no confidence?

HOW DID EU STOCKS DO OVER THE SAME PERIOD?

Time period	Paris CAC 40 % change	German Xetra DAX % change
1 month to 13 July	+5.0%	+4.3%
6 months to 13 July	+0.5%	+1.4%
1 year to 13 July	-13.9%	-13.5%

If investors are pricing in Britain's downfall it isn't showing in share prices.

Some bankers may move to Frankfurt, Paris or Dublin. But many pre-referendum threats to abandon Britain are being withdrawn. Siemens has backed away from its earlier warnings. "We're here to stay." says Joe Kaeser, Siemens CEO. "The UK matters with or without being a member of the EU." Having campaigned for Remain, British drug giants, Glaxo and Astra are expected to confirm they intend to stay in Britain despite the vote.

After the vote, a panicky CEO of one of Britain's largest companies alarmed staff, suppliers and investors with a 'we're doomed' blog. Three hours later, after a 'get a grip' talking to by his chairman he replaced it with a more balanced statement.

HAVE HOMEOWNERS & HOMEBUYERS STOPPED BUYING?

Some companies I talk to say the market softened before the referendum and has stayed soft. Others have yet to see a change. Some - Solidor, Residence Collection, Deceuninck, SWISSPACER and Brisant-Secure for example - are notching up record sales. John Lewis, a bellwether of middle England and the only retailer to publish sales weekly, says the pace of sales growth has improved after a Brexit lull and is 'within a whisker' of the rate seen in the six months before the referendum.

Economists and media assumed the worst, and many still do, cutting their expectations for housebuilders, whose shares fell off a cliff after the vote. Steve Morgan chairman of Redrow whose shares dropped 30% said: "sites remain busy, post Brexit, reservations continue to be taken. There is a long term underlying demand for new homes following decades of undersupply that leaves market fundamentals unchanged." His remarks

> "The point about fundamentals is that being fundamental means they don't change much. The prospects for housing and home improvement over the next 20 years are extremely robust. We haven't been building enough homes for our fast growing population, and the homes we have leak heat and are poorly adapted for today's living."

were picked up by other housebuilders who echoed his comments in a partial return to reality.

The fundamentals in housing, both new and existing, are very strong. They were strong last year and strong earlier this year. The point about fundamentals is that being fundamental means they don't change much. The prospects for housing and home improvement over the next 20 years are extremely robust. We haven't been building enough homes for our fast growing population, and the homes we have leak heat and are poorly adapted for today's living.

BETTER IN THAN OUT?

"The core challenge for the EU is to make it work," says respected Financial Times columnist Martin Wolf.

In a very bad tempered referendum debate, everyone focused on the risks for the UK in leaving the safety of the EU. Remain highlighted the risks, while Leave rebutted them. Both departed from the facts when it suited their case.

But free from the distortions of the debate, the very large risks of being a member of the EU are becoming clear. The debate compared a changing Britain with an unchanging EU, which is misleading because whether we are in or out the EU is changing. It's about to enter extremely challenging waters and must change to survive. Many of its citizens will resist that change.

Many are even more dissatisfied with the EU than Britain's citizens, for similar reasons. They'd like to exit too.

In large scale polling early in 2016, only 50% of Spain and 47% of Germany have a favourable view of the EU (compared to the UK's 44%). France, who we usually think of as loyal and a core member of the EU, is only 38% favourable to the EU. Greece is 27%. Opposition parties in the Netherlands and France are actively pressing for a referendum.

Europe has a banking sector problem and it's about to explode first in Italy. Eurozone bank shares have

> "In large scale polling early in 2016, only 50% of Spain and 47% of Germany have a favourable view of the EU (compared to the UK's 44%). France, who we usually think of as loyal and a core member of the EU, is only 38% favourable to the EU. Greece is 27%. Opposition parties in the Netherlands and France are actively pressing for a referendum."

fallen 40% this year. The proposed solution is a banking union.

The Euro itself is a problem that can only be solved by break-up or ever closer political and economic union. Far from creating widespread prosperity the Euro has caused stagnation and massively diverging living standards. Between the beginning of 2008 and 2016, Eurozone real GDP rose by just 0.5% in total. But that conceals the widening gap between its countries: real GDP growth of 11% in Germany, stagnation in France and a fall of 8% in Spain and 11% in Italy. On the same basis, the UK grew by 4%.

FREE MOVEMENT OF PEOPLE

Construction has been feeling the slowing effects of a shortage of skilled workers. Many of our factories would stop without skilled labour from the EU and outside.

The principle of the free movement of people, one of the EU's pillars, and the mix of large scale migration from within and outside the EU were destined to clash.

No one anticipated movements on so large a scale, or the growing inpouring from outside. The EU needs new workers for the future, but absorbing them has caused massive social problems that the EU has not tackled. It doesn't know how to fix them, or how to control the influx.

The biggest problem is yet to come. A glance at the countries bordering the EU and the awful problems afflicting them tells you it will get worse. Civil wars, terrorism, poverty, drought, famine and fast growing populations. They have to go somewhere. Where else will they go?

LEARNING TO LOOK OUT, NOT JUST IN

Most of the world is outside the EU. That outside is growing and expected to grow faster, while the EU's share of world GDP has been shrinking. One side effect of our membership has been to look in and treat the EU as a security blanket.

Given that the UK always intended to trade outside the EU as well as in it, how crazy was it to sack all our trade negotiators after joining and never replace them? And no one noticed? No wonder our exports have been in long term decline!

Now the decision is taken, we're going to have to learn to look out with more conviction, not just in, and make our own way in the world. As the 5th or 6th largest economy in the world that shouldn't be an insuperable problem.

Seen from this side of the English Channel, negotiating a trade deal with the EU seems like a road block. But seen from the other side of the Channel, the possibility of not negotiating a satisfactory one with the UK is a nightmare.

Commenting on the incompetence of EU politicians whose intransigence – in their eyes - caused the Brexit problem, and who have been threatening vengeance on the UK, the German employers' body BDI, Germany's leading business voice, said this: One in five of Germany's cars go to the UK. Can you imagine what BMW or Mercedes will say to Merkel if a satisfactory trade deal isn't agreed with an independent UK?

If you'd like help exploiting your opportunities to grow, call Mike Rigby MRA Marketing on 01453 521621, email mike@mra-marketing.com or follow @wehelp_you_grow

READER ENQUIRY NO: 0816/0016

SWISSPACER LAUNCHES 'TRUSTED PERFORMANCE' WINDOW STICKERS



SWISSPACER's new Trusted Performance window stickers

SWISSPACER, the world's No.1 warm edge spacer bar has launched new 'Trusted Performance' window stickers. These eye-catching, easy-peel stickers tell homeowners that their windows have the leading warm edge spacer bar inside.

The stickers feature a Swiss flag with the slogan 'Trusted Performance' as a reference to the company's Swiss engineering heritage and proven track record. SWISSPACER is tried and tested for outstanding thermal performance and long-lasting results. It's best for triple glazing and the No.1 spacer bar for Passivhaus – 85% of Passivhaus-installed windows have SWISSPACER inside.

"Homeowners expect their new windows to be energy efficient and to keep performing, year after year", explains John Cooper, SWISSPACER Head of Marketing & Sales (UK & Ireland). "Our new window stickers give consumers peace of mind. SWISSPACER offers outstanding, long-lasting performance and the stickers are a stamp of quality that help installers sell. Fabricators and installers can use the stickers on their windows to show homeowners they have the very best warm edge spacer bar inside."

To order your free stickers, call John Cooper on 07795 688 061 or email info@swisspacer.com. Visit www.swisspacer.com and follow @Ultimate_Spacer.

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As a ground-breaking industry first, Pearl Window Systems are pleased to announce the launch of an online warranty registration scheme direct to the manufacturers, for the following products:

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- **10 years** door warranty on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 years** casement warranty on Total Hardware friction stays and espags, Trojan window handles and Kenrick shootbolts.

INSTALLATION COMPLETION

On completion of the installation you will have the option (subject to terms & conditions of sale) to give the home owner a completed warranty card. For the extended warranty to be registered this card must be completed in full by you the installation company. The unique "manufacturers order number" is the traceability for the future extended warranty. The home owner can validate the warranty online within 30 days of the purchase following the links at the bottom of the warranty card.

Once completed online this triggers the extended warranty with that specific supplier as you would see with any white goods or TV purchase.

This in no way affects the standard warranty offered at the point of sale by the windows manufacturer, however this does allow the homeowner the comfort of a long term back up direct from a select group of international hardware manufacturers. (All standard warranty, terms and conditions together with following the maintenance guidelines apply. Following the initial 12 months the extended warranty covers parts only).

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0816/0018

WRIGHTSTYLE CELEBRATES *CHINA ANNIVERSARY*

Wrightstyle, the steel and aluminium glazing supplier, is this month celebrating its twentieth anniversary.

Over the past two decades, the Devizes-based company has supplied its advanced systems to virtually every part of the world – from the Americas to Australasia, and from Europe to the Middle East and Asia, underlining the highly specialist nature of its systems ranges.

Wrightstyle has a comprehensive range of internal and external systems – for curtain walling, doors and screens – and its systems are most commonly specified to mitigate against fire, providing up to 120 minutes of insulation and integrity.

However, the company's systems are being increasingly specified for their resilience against bomb attack – having successfully subjected their systems to live testing against 500kg of explosive detonation.

"Our promise has always been to offer complete and guaranteed systems, and we are one of the few UK companies able to design, fabricate, supply and install – an end-to-end solution that our customers appreciate," said Denis Wright, the company's founder and chairman.

In 2007, Wrightstyle went from being a stock supplier into manufacturing, starting its own fabrication unit and recruiting fabricators and welders. Three years later, it established a fully project-managed installation service and, in 2012, expanded into an additional production unit.

Wrightstyle systems are certified in Europe, the USA, Hong Kong, mainland China and Singapore. In the UK, the company is CHAS accredited and certified to BSI ISO.

The company is currently completing a landmark project in east London to transform the media centre of the London 2012 Olympic and Paralympics Games into a new hub for entrepreneurship and learning. It also worked on the main stadium and the adjacent ArcelorMittal Orbit.

Wrightstyle was also involved with the Athens Olympics and its first major bomb-proofing project was in Doha before the Qatar Asian Games in 2006.

Other notable contacts include Langham Place in Hong Kong, a major retail development; and, also in Hong Kong, bomb-resistant screens and roof glazing for a major data hub for international bank, HSBC.

In the Middle East, Wrightstyle was closely involved with the building of Dubai's metro, and in the redevelopment of Beirut's souks after years of civil war.

In the UK, the company was involved in every stage in the redevelopment of London's King's Cross station – and has been specified across a number of other UK and international transport projects, including the refurbishment of both of Cardiff's stations.

"Our promise has always been to offer complete and guaranteed systems, and we are one of the few UK companies able to design, fabricate, supply and install – an end-to-end solution that our customers appreciate."



Over the years, Wrightstyle has also supplied to education and healthcare projects – including, for example, schools in England and Wales, Malta University, and healthcare facilities in Hong Kong.

"We have also been committed to research and development to ensure that we keep pushing boundaries – to keep pace with the design demands of architects and specifiers," said Tim Kempster, managing director.

"For example, we were the first company to design and market an unlatched fire resistant door system – a hugely innovative system that designers had been asking for, and which are now in place in educational, commercial and healthcare facilities."

Usually, Wrightstyle is specified on quality and aesthetics. Sometimes, though, size matters. For example, the company supplied to Ocean Terminal, a retail and leisure destination in Edinburgh that is also now home to the Royal Yacht Britannia. The overall glazed span at Ocean Terminal is over 16 metres in height, with the largest individual free span over ten metres – with the enormous glazed elements also having to meet challenging wind-loading specifications.

This year Wrightstyle was appointed by Secco Sistemi, the leading Italian system designer, as a fabricator and supplier of their systems in the UK, and are currently working on a number of major commercial and regenerative projects.

"As we enter our third decade, it's ironic that at a time when our systems have gained international recognition for their resilience and strength, we should be celebrating a china anniversary," said Jane Embury, marketing director.

www.wrightstyle.co.uk

READER ENQUIRY NO: 0816/0019



ESSEX UNIVERSITY LIBRARY EXTENSION AND NEW STUDENT CENTRE ARE DOUBLE WINNERS IN 2016 SCHUECO EXCELLENCE AWARDS

On 23 June 2016 at a special luncheon on the 42nd Floor of London's Leadenhall Building, the Albert Sloman Library and Silberrad Student Centre at the University of Essex were announced as the winners of both the Overall Excellence Award and Education category Award in this year's Schueco Excellence Awards for Design and Innovation.

Organised by Schueco UK in conjunction with RIBA Journal, the Schueco Excellence Awards, now in their third year, were set up to recognize outstanding architecture and the very best in the design and installation of Schueco systems in Great Britain and Eire.

Both the winning buildings, one a six-storey extension of the university's 1963 brutalist library and the other a new-build centre for UoE students, are the work of London-based architects, Patel Taylor. The judges were impressed by the architectural detailing and imaginative skill on display in two very different projects.

Both, however, make extensive and varied use of Schueco's FW 50+ SG curtain walling system which Patel Taylor Associate, Roger Meyer, described as 'the right system with the most flexibility which was vital to the delivery of the project'.

Other Schueco systems employed include ADS 75 door sections, AWS 102 and ADS 65+ SG opening vents. Schueco Jansen's VISS system in a bronze PPC finish was used to provide a two-hour fire-rated link between the old and new parts of the extended library.

The specialist contractor involved in the design, fabrication and installation of the Schueco systems was HW Architectural.

The winners in the other award categories were: C-Space, Shoreditch, London (Best Commercial Building); The Whitworth, Manchester (Best Cultural Building); Congress Theatre, Eastbourne (Best Refurbishment Project); East Wing, Guy's and St Thomas' Hospital, London (Best Health Building); Kings Gate, Victoria, London (Best Residential Development); Le Petit Fort, Jersey (Best Individual Home); Berry Bros & Rudd, Pall Mall, London (Best Steel Project); East Wing, Guy's & St Thomas' Hospital, London (Best Specialist Contractor); Drawing Studio, Arts University, Bournemouth (Judges' Special Award).

In addition, NTU Heart of the Campus Pavilion, Nottingham and Radcliffe Primary Care Building, University of Oxford were both commended in the Education category; The Longfords, Teddington, London was commended in the Residential Development category; Hatton Wall, London, was commended in the Steel Project category; Ulster University Belfast Campus Block BB and Queens Building, Bayswater, London were commended in the Specialist Contractor category.

The Judges' Special Award was introduced as a one-off recognition of the special worth of The Drawing Studio at Bournemouth's Arts University. Designed to celebrate the phenomenon of natural light, it was praised as 'a lovely thing that shows how a standard product [Schueco FW 50+ SG, AWS 102 and ADS 65 HD] can be used in an extraordinary way'.

The 2016 judging panel comprised Hugh Pearman, editor, RIBA Journal; Louise Cotter, co-founder of Carr Cotter Naessens (Overall Excellence Award winners 2015); Paul Monaghan, director, Allford Hall Monaghan Morris; Steve Mudie, partner, alinea consulting and Greg Sinclair, director, Wintech Group.

For further information on any aspect of the 2016 Schueco Excellence Awards, please email mkinfobox@schueco.com.

READER ENQUIRY NO: 0816/0020

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0816/0021

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PROMAC PARTNER WITH INSIGHT DATA
TO IMPROVE RELATIONSHIP MANAGEMENT

Promac, who have recently partnered with Insight Data, have revealed why they chose Insight's cloud-based CRM system, Salestracker, to help improve lead nurturing, relationship management and customer service.

Promac is a UK market leader in the supply of machinery to the PVCu, aluminium and glass industry. Salestracker is now being implemented throughout the entire business with its advanced features being used to improve relationship management.

Jennie Owen, Marketing Coordinator for Promac commented; "Salestracker's CRM features were a major influence in our decision to work with Insight Data. The ability to manage all our data, prospects and customers within one system was really impressive."

Insight Data developed Salestracker as a sales and marketing platform which combines advanced prospect databases with world class customer relationship management features. Users can access over 15,000 fabricators and installers as well as 45,000 builders, architects and major construction firms in the UK, with detailed market intelligence. They can then assign leads, add notes, attach documents, create alerts and tasks, and even be notified if credit or financial data changes.

Joe Hague, Managing Director of Promac commented; "Salestracker is a dynamic and intuitive piece of online software with the ability to organise our field sales managers with notifications, reports and scheduling. The CRM side archives everything we do with customers or prospects, information that is transparent to the entire team that are connected to the system. Being able to see records with a degree of analysis is helping us to develop and improve service and commercial performance, the win win we look for when making this type of investment."

For more information on how you can utilise Insight Data's Salestracker system contact us on 01934 808 293 or email us at hello@insightdata.co.uk.

For more information, visit www.insightdata.co.uk or call 01934 80829

READER ENQUIRY NO: 0816/0022

GGF PRESIDENT RESIGNS



GGF President, Andrew Glover of West Yorkshire Windows, has regrettably decided to step down from the position to devote more time to his company's activities.

Andrew stated that "This was a hard decision to make and not one I have taken lightly. With all the structural changes being made, it became apparent to me that moving forward I didn't have the time the role needed. I am a strong supporter of the Glass and Glazing Federation, but my main actions must be focused on my own company and my staff".

Nigel Rees, GGF Chief Executive, said "It is a great shame that Andrew has felt the need to make this decision but I fully appreciate why he needed to. I would like to thank him for all his efforts whilst a member of the GGF Board of Directors".

The GGF will now be engaging with its Members to find a replacement to take on the President's role.

www.ggf.org.uk

READER ENQUIRY NO: 0816/0024

TREND SHOWS SHIFTING EXPECTATIONS IN HOME IMPROVEMENT MARKET

Recent research has revealed an increasing number of window installers are diversifying into other products and services, in order to differentiate themselves from the competition.

It's a trend the Consumer Protection Association has noticed for some of its members, who are diversifying their product portfolios.

The CPA has been providing IBGs and Deposit Protection for over 20 years and is widely recognised by consumers as a trusted resource for finding accredited and vetted installers for a range of home improvement projects.

Managing Director, Jeremy Brett comments: "Whilst not all installers are doing this, over the last couple of years we are seeing more and more members diversifying their product range and becoming wider home improvement companies. Everest and Anglian started this trend and it's starting to trickle down.



"Once you've installed new windows or a new door in a property the job is done and you may not see the homeowner for another 20 or 30 years. But, if you have built a good relationship with them there are more cross-selling and upselling opportunities if you have a more diverse range of products."

It's not just products; at the turn of the solar boom many installers and CPA members also diversified into PV panels and renewable energy. This has slowed due to the market taking a hit but new products such as battery storage units could re-ignite this trend.

With the boundaries blurring between glazing installer, builder and home improvement company – and consumer demand for new products and services continuing to increase – Jeremy says there has never been a better time for installers to diversify their offering.

He concludes: "The industry is evolving and we're certainly seeing more and more installers diversifying their product portfolios. Some will always be specialists in what they do – and they're very good at it – and that's fine but diversifying is something that shouldn't be overlooked by installers who want to capitalise on the opportunities available beyond the general glazing products market."

READER ENQUIRY NO: 0816/0023

SECOND TO NONE SERVICE IS THE NATIONAL PLASTICS DIFFERENCE

National Plastics is the UK's largest independent trade counter network and when you visit one of the stores it's easy to see why. Quite simply, the overall experience is second to none.

This is a view shared by long-standing National Plastics customer Turner Windows of Somerton Ltd. For circa 19 years Turner Windows have been a regular customer of National Plastics and owner Craig Turner, is very clear why. He said, "The service we get from National Plastics is superb. From the stock availability, staff knowledge and reliable service, they work with us and keep us informed at every stage. Even if there is a problem, which is rare, they find a solution quickly and efficiently."

Turner Windows use the Weston-Super-Mare store and have built a very strong relationship with the team. Craig says, "Our day to day contact with Richard Bishop, who runs the Weston store, is excellent. He understands our business needs and knows the importance of holding a vast stock level and delivering on time to us. Their staff knowledge makes life so much easier and if Richard cannot help, we have the direct number to Managing Director Geoff Foster who is there to support. We really cannot fault them."



Good customer service and attention to detail is a view held strongly for Somerton-based Turner Windows and supports their own business message. As a Network VEKA approved installer, Turner Windows are committed to raising standards across the window industry to ensure that customers are treated with the professionalism they deserve. Craig explains, "Like National Plastics our business has been built on quality, professionalism and service. We work with both our domestic and trade clients to offer them quality products, backed up with exceptional good service. We are proud of our own 5-star customer ratings as it is a further testament to what we do."

National Plastics is renowned for its range which includes windows, doors, conservatories fascia boards, soffits, trims, internal and external cladding, guttering, drainage systems, carports and canopies and much more. What is also important is they typically keep over 60 days of stock at any one time and have over £2m around the depots to draw from so customers can be assured the products are in stock for when they need them.

It is clear that National Plastics' approach of making customers' lives easier is proving very successful. The company has added £10 million to its turnover in recent years and show no signs of slowing down.

You don't get to be the UK's largest independent trade counter network by accident. So if you're not already a regular customer like Turner Windows, visit your nearest National Plastics store to find out what you've been missing.

Tel: 0800 011 3503 - www.nationalplastics.co.uk

READER ENQUIRY NO: 0816/0025

0816/0026

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GGFI AND PAY4LATER IN PARTNERSHIP TO OFFER *EXCLUSIVE CONSUMER FINANCING FACILITY*

GGFi, a subsidiary of the Glass and Glazing Federation, has partnered with Pay4Later, a leading consumer finance technology provider to offer a unique finance facility.

Pay4Later's smart technology provides a quick and easy way to offer customers finance, allowing them to spread the cost of their high-value glazing purchases. This will help drive sales, increase average order value and provide an even better customer experience. With an entirely online process that takes just minutes to complete customers can be signed up in no time.

GGFi focuses on developing valuable products and schemes for those within the glazing industry, helping drive it's continued and sustained growth. As GGFi Managing Director Jon Vanstone states, "We are always looking for new areas where we can provide real benefit to our members. High-quality glazing products last a long time and can be expensive so giving members a way to help their customers spread the cost will really help."

Business Development Manager Liz McGuire explains, "Many of our members have asked about offering finance to satisfy existing customers and attract potential new clients. We chose to partner with Pay4Later as we wanted someone who would listen to the needs of our members and tailor a facility to meet their requests. As an established finance platform, Pay4Later were able to provide GGFi with the flexibility our members needed and put together an exclusive package with access to an entire panel of lenders".

Matt Davies, Head of Partnerships at Pay4Later said "We're really pleased to be working with GGFi. There's a great fit between the two organisations and we're pleased to be able to offer an entirely paperless solution to make things easier and more affordable for customers and merchants alike".

Tel: 0800 021 7150
Email: finance@ggfi.org.uk

www.ggfi.org.uk/products-schemes/ggfi-finance-facility

READER ENQUIRY NO: 0816/0027

COULD A GARDEN ROOM **SAVE YOUR MARRIAGE?**

In a recent poll of 1,005 people, more than a quarter said they wanted a Composite Wood Garden Room as a space to get away from the husband, wife or children.

George Clarke has certainly fired up people's imaginations about what they could use a garden room for. Man Cave and She Cave were the top categories with 27 percent and there were some great reasons behind these choices.

One woman wanted to banish all the men in her family plus her 11-year-old-son's drum kit into a Man Cave because: "As the only woman in the house, I need my sanity back!!"

While a man choosing a Man Cave said: "Because my missus drives me mad and I need somewhere to escape!"

Sounds like a Composite Wood Garden Room could definitely help these couples!

Over 100 people would use the garden room as a bar, drinks area or even their own garden pub, with the top accessory – a pool table or darts board.

As more people opt for open plan living, there's a real need for extra space away from the house, and a garden room is the perfect place to get away from it all. 18 percent of respondents wanted to use the space for the whole family as a summerhouse or retreat.

Children of all ages come next in the pecking order. Playrooms, music and games rooms where noise and mess can be shut away at the end of the day, would be welcome relief for parents. Drum kits, train sets and a lot of PlayStations are always better when they're not in the main house.



Children's getaways were closely followed by spaces to study or work from home – with some respondents saying if they had the extra room they'd start their own business.

Home gyms for the fit and retreats for yoga or meditation lovers made up a healthy five percent.

There were some very moving responses about looking after people living with disability and creating sensory rooms for children.

The best response was from a man wanting to use it as a fish room so my wife would get me and my fish tank out of the house and the benefit? "So I don't have to listen to my wife going on about my fish tank in the house!"

This research has been taken from Composite Wood Company's competition answers to win a garden room at FIT Show 2016. There were 1,005 respondents, the survey was conducted between 25 February 2016 to 14 April 2016.

READER ENQUIRY NO: 0816/0028

WHAT BREXIT MEANS FOR TECHNICAL STANDARDS

Statement from Steve Rice, GGF Technical Director. The United Kingdom has voted to leave the European Union and British companies need to be aware of what this means to our market and how we will conform to technical standards in the future.



Steve Rice.

At this time the GGF technical perspective is as follows:

Firstly: The Construction Products Regulation (CPR) an EU directive has been enacted into UK law in 2013. Therefore nothing will change until the government of the day make changes to replace it and enacts a new law to cover its legal requirements. The GGF does not foresee anything happening on this before 2020. So would strongly advise that companies ensure they continue to CE mark their products if they fall under a harmonised European Norm/standard (hEN).

Secondly: CEN: the European Committee for Standardization is made up of all the national standardization bodies, i.e. BSI, DIN, AFNOR, UNI, etc., throughout Europe.

CEN's remit is stated as follows: "CEN is one of three European Standardization Organizations that have been officially recognized by the European Union and by the European Free Trade Association (EFTA) as being responsible for developing and defining voluntary standards at European level. The important words are 'voluntary standards at European level".

Therefore all of the 'glass and glazing', 'window and door' and 'hardware' standards are basically voluntary. They only become mandatory under EU legislation when the part containing the Annex ZA is cited in the Official Journal of the European Union (OJEU).

As long as the CPR remains in our national legislation, compliance with the harmonised European Norms (hENs) will remain a fact of life.

Thirdly: All other members of the European Union will continue to follow the CPR. This will mean that any products exported from the UK to the EU will continue to be required to be CE marked. So in short, if your products are not CE marked then you will not be legally able to export to an EU country.

Fourthly: The production of the European standards has, for the first time, ensured a level playing field for our 'glass and glazing' products.

We do not believe any of UK companies would desire to return to the 'old days', i.e. when every country had different standard and system of compliance.

We expect that the present suite of European standards, and those to come, will be embraced by all in the industry.

Having stated what might be the obvious to some we need to inform you as to how we, the Glass and Glazing Federation, will operate in the future in this arena:

- GGF technical officers will continue to be fully involved with BSI (British Standards Index) committees;
- Technical officers and GGF Members will continue to be delegated as UK experts to CEN technical committees and working groups;
- We will continue to put forward our views on standards when they are available for comment;
- We will continue to represent the views of our membership to the standardization bodies whether at national or European level;
- Through our involvement with other European Trade Associations we will continue to put the views of our members and attempt to influence the direction within the European market.

Also we will continue our involvement with the UK government to make sure that our membership is aware, at the earliest possible opportunity, of legislative changes that may influence our market.

With respect to standardisation and compliance with the CPR nothing has changed yet by the last week's EU Referendum result and any likely changes will be several years away.

The Glass and Glazing Federation (GGF) will however continue to monitor this situation and keep its Members and all in the industry informed of any changes in the future.

Steve Rice, GGF Technical Director

READER ENQUIRY NO: 0816/0029

WATCH THE NEW 'WARM COMFORTABLE HOME' VIDEO FROM THERMOSEAL GROUP

Thermoseal Group, the UK's leading manufacturer of warm edge spacers and supplier of over 1,500 insulated glass (IG) components has launched a public video to showcase the advantages of its highest performance Thermobar and Thermoflex warm edge spacers to homeowners. Watch the 'Warm Comfortable Home' video now at: http://www.thermosealgroup.com/news/details/154/watch-our-new-warm-comfortable-homes-video.

Introducing the benefits of Thermobar and Thermoflex warm edge spacers, the video commences within a warm comfortable home with a family calculating their energy bills. It then showcases Thermobar and Thermoflex by zooming into a simulated home and through clever graphics it deconstructs a window down to the spacer bar within the glazing unit.

Quoting figures such as "Up to 80% of energy loss through a window occurs at its edge" and "Warm edge glazing is up to 65% warmer at the edge than traditional windows" the video tells homeowners about the real issues relating to poorly insulated windows and how Thermobar and Thermoflex help to minimise the energy loss through the edge of window glazing to keep the heat in or out of a building as required. Warm Edge spacers also help to minimise condensation and mould.

"We are excited to see the growth in demand of our products and now our spacer bar production sites have a large additional capacity, we are ready to tell the world why our products are best in the worldwide industry."

Thermobar Warm Edge Spacer is a rigid tube spacer system made with engineering plastic with a gas barrier tape. It has a thermal conductivity value of 0.14W/mK and achieves a Passive House rating of phA for Arctic Climates (phA+ with hot melt secondary sealant). Thermoflex Warm Edge Spacer is a flexible rubber spacer system with gas barrier tape. Its value is 0.135W/mK and similarly achieves a phA+ rating.

Thermoseal Group's marketing manager, Samantha Hill tells us: "We are delighted to finally launch our Warm Comfortable Home Video to showcase the advantages of our highest performance UK-manufactured spacer systems - Thermobar and Thermoflex. With our focus on export, the video will also shortly be available in multilingual versions for customers to use to showcase the products worldwide.

"This video is part of a range of promotional tools that we are due to launch for window installers to use to promote the advantages of windows incorporating Thermobar and Thermoflex warm edge spacers. We are excited to see the growth in demand of our products and now our spacer bar production sites have a large additional capacity, we are ready to tell the world why our products are best in the worldwide industry."

To find out about Thermoseal Group and its comprehensive range of IG components (including highest performance Thermobar and Thermoflex Warm Edge Spacers) and machinery for glazing manufacture, call +44(0)121 331 3950 or visit www.thermosealgroup.com.

To see why we are industry leaders watch our 'About Us' video at: http://www.thermosealgroup.com/news/details/149/new-thermoseal-group-video-showcasing-its-bespoke-warm-edge-production.

READER ENQUIRY NO: 0816/0030



A HULL OPENING *FOR TRUFRAME DIRECT*

TruFrame Direct, the premium trade counter experience, have opened their new Hull branch on Friday 1st July, with Sean Chaytor, Lord Mayor of Kingston upon Hull, on hand to give an inaugural speech and cut the celebratory red ribbon alongside TruFrame managing director, David Firmager.

The day proved to be an overwhelming success with a good deal of business carried out, along with a popular BBQ and several key product demonstrations, for the latest TruFrame Direct trade counter. It's a unique business model that combines a retail standard of presentation, fixtures and fittings with all the products that any window, door and conservatory fitting team could ever wish for.

Of course there are the renowned hand finished Liniar window and door frames, including the latest flush sash options available, but also a full range of aluminium windows and doors, along with the latest tiled roofs and a complete range of trims, ancillaries and glazing accessories. With existing TruFrame Direct branches in Leeds, Telford and Orpington, the venture is bolstering an already successful year for TruFrame.



From left to right: The Lord Mayor of Kingston upon Hull with David Firmager of TruFrame.

David Firmager, managing director of TruFrame commented: 'This latest TruFrame Direct branch will help build on the considerable success that we've had so far, in what is a more premium trade counter environment. Prices are obviously keen, but product quality, range and exemplary levels of customer service will help us really stand out in a 'me-too' trade counter market.'

For further information on TruFrame Direct - Hull, call them directly on 01482 474 555 or email them at hull@truframe.co.uk. You can also add to their growing following on Twitter @TruFrameDirect.

READER ENQUIRY NO: 0816/0031

A TRULY PERSONAL STATEMENT FROM FRAMEXPRESS

Few domestic contracts reflect personalising a property quite like this recent installation project, where Framexpress Ltd were contracted to manufacture an energy efficient glazed roof for a porch that would make quite a statement.

The job was quite technically challenging with members providing technical support to the customer throughout the project. The finished installation incorporates a number of shaped units manufactured with high performance active blue roof glass, for easy maintenance.

Increasingly the company is seeing homeowners prepared to spend surprisingly large sums of money to make individual statements on their properties, whether in foil colours or more dramatic tailored styles such as this particular home.



Whilst spending on a home is generally determined by budget, it would seem that more and more consumers will commit to high specification renovations that allow them to make a real statement.

Ian Davis comments, "The options are forever changing for consumers, but as they do, they are giving them much more scope to add personal touches. Orders for bespoke designs have always been around, however the number of these is notable and growing steadily."

The product and support services from frameXpress has set a benchmark over the years for consistent quality. The company continues to maintain a strong corporate position with a broad choice of finishes, glazing options and security features that provide total reassurance for customers and consumers alike.

Ian continues, "Our flexibility appears to be placing us in a strong corporate position and the team works tirelessly to ensure that we provide a friendly and flexible service that reflects our high standards.

Likewise for customers, frameXpress has developed strong business relations across the sector and they remain tremendously important to this company."

Senior management believes that product diversity is supporting customers and helping installers to increase profitability.

The framexpress range of windows, doors and conservatories alongside its diverse options of roofing systems, bifold and Composite doors are all manufactured in-house to exacting industry standards. This diversity and flexible approach to bespoke design is yielding increased profit margins for the company and its customers.

For more information visit the website www.framexpress.co.uk or alternatively call 01952 581100 to discuss project requirements with one of the team.

READER ENQUIRY NO: 0816/0032

FLAIR GET AHEAD WITH INVISIFOLD

Flair Plastic Products Marketing Manager Adrian Keegan is justifiably excited about Flair's exciting 2016. Here he tells us a little about the company and what's making Flair tick.

The company reports an excellent first half of the year and says that it's largely down to the introduction of a number of new products.

As well as the noticeably clean and well ordered factory where Flair manufacture their Kommerling PVCu and Smarts aluminium products, there is also a well stocked trade counter where local customers can order anything from windows and doors, trims and roofline, all the way down to workwear and cleaning cloths. Customers from further afield can order through the Flair online shop.

Flair have recently introduced the Kommerling PremiFold slide and swing system, which pairs the chamfered C70 and ovolo O70 profile suites with the greenteQ Invisifold Slide & Fold hardware system.

They launched PremiFold/ Invisifold at the FiT Show and were overwhelmed at how popular the product was and the positive feedback received by all visitors. Flair featured a door and an outward opening window on the stand and both were swamped by curious visitors.

Adrian says 'We took lots of firm enquiries from installers and our sales team has been busy following those up since the show. We're at the point now where everyone has been quoted and most are now buying. We're making 3 or 4 PremiFolds a week at the moment from a standing start just a couple of months ago and we know that will continue to grow, particularly when the window solution is available after testing is completed. We've made various configurations including a really nice 6 pane door and have had to create more fabrication space to cope with the anticipated demand.'







"We're making 3 or 4 PremiFolds a week at the moment from a standing start just a couple of months ago and we know that will continue to grow, particularly when the window solution is available after testing is completed."

Flair customers have the option of buying a standard PremiFold door or can upgrade to the PAS24/ Document Q version. Adrian says 'Because we're using standard profiles we can fit our normal resi-door lock to keep stock down, but upgrading to PAS24 is really easy as we just need to follow the locking system specification laid out in VBH's PAS24 certification. Of course, offering a PAS24/Document Q approved door opens up the whole new-build market to us and our customers.'

Space is being made in Flair's large on-site showroom for PremiFold doors and windows. Trade customers are always welcome to bring their own customers to the showroom so everyone can try before they buy. The PremiFold concept is unknown to most of the general public so giving them the chance to operate a working sample usually supplies the wow factor that leads to a sale.

Adrian advises 'Because the greenteQ Invisifold hardware is all concealed it means we can make PremiFolds on any of our 9 stocked colours. Anthracite grey is proving particularly popular. The end users love the colour options and the fact that they can choose how many door leaves to open, and whether to fully fold them or just slide for ventilation. It's a truly flexible door that allows customers to get the full use out of their garden space. Feedback that we are receiving from installers is that PremiFold is very easy to fit, so time taken on site is kept to a bare minimum.'

As well as promoting PremiFold, Flair have also started manufacturing the Smarts Visofold aluminium bi-fold door, using greenteQ Clearspan hardware. Clearspan offers plenty of adjustment so, like PremiFold, is very easy to install. This is making it another hit with installers and a separate area has also been created for Visofold production.

Adrian concludes '2016 has been great so far. We've worked together with VBH on these two exciting new greenteQ-geared ranges and the support they've given us has been exceptional. Dan Powell of VBH has been very pro-active in training our fabricators and has also visited site to familiarise the installers with PremiFold. VBH have also provided us with artwork for a retail flyer than is helping generate sales in that sector. Our geographical position at the centre of the midlands motorway network means that we are ideally placed to offer our new ranges to customers wherever they are in the UK.'

More on Flair's product range can be found at www.flairwindows.com.

READER ENQUIRY NO: 0816/0033



DEKKO DOUBLE SHOWROOM SPACE AS INFINITY TAKES OFF

It's been a transformative twelve months for Dekko Window Systems. Opening a cutting-edge new production facility, launching its rapturously-received high-end door brand Räum, and following that up with the ground-breaking Infinity range of graf welded uPVC has left it with a lot to shout about – and now, the Ashton-Under-Lyne fabricator has invested in a new showroom to exhibit its significantly expanded product portfolio.

The new development has allowed Dekko to overhaul the way it showcases its products. The newly built facility will be used to introduce customers to Infinity – displaying the bespoke selection of graf welded windows and doors in an environment where visitors can physically see the difference between their seamless welds and industry-standard corner joins, as well as the extensive range of colours and finishes Infinity frames are available in.

This will allow Dekko's pre-existing showroom to be used to showcase the rest of the products in its comprehensive product range, including premium uPVC and aluminium doors from the Räum collection, high-end uPVC from respected extruders Kommerling and Deceuninck, and the newly expanded Residence Collection, now comprising Residence 7, Residence 8, and Residence², alongside the incredibly successful Residence 9 timber-effect window.



"We're delighted to be opening our new showroom," commented Kurt Greatrex, Dekko Sales Director. "We've experienced incredible growth over the past few years and really diversified our product range, and so the time was right for us to create extra space to show it off. When they see them in person, customers can really see the difference between our products and those of other fabricators – particularly when it comes to our exclusive offerings like Räum and Infinity."

The new showroom is a characteristic move from a fabricator that's repeatedly demonstrated a willingness to make sizeable investments in the future. Dekko was a notable early adopter of Residence 9, becoming one of the country's biggest Residence 9 suppliers. Last year, it opened a new 55,000 square foot factory, filled with over a million pounds of equipment, then unveiled its signature Räum range of bifold, patio and slide and swing doors, backed by a daring ad campaign that was nominated for a Construction Marketing Award.

For more information contact Dekko on 01614060055 or visit www.dekkowindows.com.

READER ENQUIRY NO: 0816/0034



NEW CREAM & WHITE ROOFLINE COLOURWAYS FROM SWISH BUILDING PRODUCTS

Roofline and rainwater specialists, Swish Building Products has introduced two new colourways to its extensive range of cellular PVC facia and soffit products.

The new colourways –foil wrapped Cream and White- have been developed in answer to increasing specification and trade demand for materials which co-ordinate with similar PVC door and window components used in housing new-build and refurbishment projects.

According to Swish, colour is becoming more popular and the two new shades will be produced in many of the traditional board sizes and profiles in their roofline range, as well as the usual joints and corner units required to complete an installation.

Cellular PVC is widely used as a replacement for timber boarding because of its superior durability and maintenance-free characteristics.

Swish cellular PVC is probably the most cost effective material for use at the roofline because it costs roughly the same as timber to install, requires no maintenance and so suits the exposed and inaccessible location at the eaves.

Most importantly, especially from the point of view of landlords in both public and private sector, when it is installed correctly it will probably last the lifetime of the dwelling.

Tel: 01827 317 200
www.swishbp.co.uk

READER ENQUIRY NO: 0816/0035

TRADE FRAME MD MARKS 31 YEARS OF SERVICE WITH GLAZERITE INVESTMENT

When Mark Smith started working for Peterborough based PVC-U fabricator, Trade Frame, he was an office junior at a company that was still very much in its infancy. Now, over 30 years later, not only has he worked his way up to become Managing Director, but Trade Frame has also gone from strength to strength over the years – and is now well placed for further dramatic growth, thanks to a recent acquisition by The Glazerite UK Group Limited.

Mark, who started work at Trade Frame in July 1985, is not the only long serving member of staff at the company. Ian Harris, who joined shortly after in November '85, is now the Factory Foreman, while David Neve, Team Leader in the dispatch department, started in November 1986 – that's just three employees with over 90 years of industry experience between them!

According to Mark, the industry has changed dramatically over the years, from the 'heydays' of the 1980s, to more recent periods that have proved to be much more of a challenge: "When I started at Trade Frame, we were doing just 20 frames a week, and whilst we were previously operating at about 500 fpw, we were being squeezed harder and harder because of increased operating costs and the ever reducing margins on the selling price of frames.

"However, thanks to the acquisition and subsequent investment by Glazerite in February, we now have a fantastic opportunity to not only strengthen our position in the market, but to grow significantly in the future," he added. "To be successful these days, you need to be as efficient as possible so we are not just overhauling the factory with new machinery and production software, including barcode scanning that will allow customers to track their orders, but will be benefiting from Glazerite's expert marketing support and online ordering systems as well.

"We now have the best of both worlds," concluded Mark. "The experience of myself, Ian and David who have grown with the company, a loyal customer base, and the unrivalled support from Glazerite – all of which should combine to help us achieve our current goal of 1,000 frames a week. That will be quite the milestone when you consider how many we were making 30 years ago!"



(L to R) Dave Neave, Ian Harris & Mark Smith of Trade Frame, who celebrate over 30 years of service with Glazerite investment

Glazerite is VEKA UK Group's largest UK trade fabricator and a long-standing Network VEKA member. It offers a fully nationwide service based on manufacturing units in Northants, Peterborough and Greater Manchester as well as its South West distribution hub in Bristol serving South Wales and The West of England.

www.glazeritewindows.co.uk

READER ENQUIRY NO: 0816/0036

LOCAL MP OPENS SECOND HIGH VOLUME SUPER SPACER PRODUCTION LINE FOR ESG

Mike Wood MP for Dudley South recently visited Energy Saving Glass (ESG) to officially open the new Super Spacer® unit production line at its factory in Kingswinford.

The long-standing family business has enjoyed almost twenty years in business and has been using Super Spacer from Edgetech UK for its warm edge units since 2008.

Director at ESG, Alex Walker said: "The new Forel fully automated IGU line is the second automated Super Spacer production line we have as well as a manual Super Spacer line. We've invested in this new machine to keep ahead of demand from our growing customer base and local MP, Mike Wood, joined us to officially open it in May."

Meeting with the Directors at ESG's factory in Kingswinford, Mr Wood was shown the new line. It's an impressive machine. The fully automated system offers time saving benefits for unit manufacturers and prevents the need for any human intervention, which in turn produces high quality, high specification sealed units.

As well as the automated line, ESG has invested in a specialist cutting table and a Forel fully automated vertical laminated cutting line.

Alex continued: "We use Super Spacer from Edgetech because we believe it is the best product for warm edge units. We also enjoy the benefits of our Dealership membership, with the full marketing support and literature which we can offer to our customers to support their businesses too. Edgetech continues to be one of our key supply partners and has been instrumental in our success."



Mike Wood MP with the ESG Directors, opening their second high volume Super Spacer® line (L-R: Luke Walker, Alex Walker, Mike Wood MP, Ken Walker & Elliot Walker).

Alan Fielder, Director of Sales & Marketing at Edgetech comments: "When ESG first invested in high volume Super Spacer production machinery they became innovators in the glazing industry and it's clear that forward-thinking has paid dividends. It's also fantastic that almost a decade later Super Spacer remains a crucial part of their success. With exciting plans for the business we look forward to playing our part and continuing our close relationship with Alex and his team."

To find out more about Edgetech's IGU solutions call 02476 639931 or visit www.edgetechig.co.uk.

READER ENQUIRY NO: 0816/0037

WINNING HEALTHCARE

Bohle has announced the winner of its UK Health and Safety Week competition, held last month to promote safety at work.

Tim Carr, Onsite Manager, Savernake Hospital, Marlborough, Wiltshire, won a pair of high performance 601.1BL Veribor blue line pump-activated suction lifters, after being drawn at random from winning entries.

He was entered into the draw after correctly identifying 1974 as the year in which the Health and Safety at Work Act was introduced.

Tim said: "We're delighted. We've already identified a lot of potential uses for handling heavy flat products and sheet materials - not just glass. For example, we fit a lot of fire doors and the suction lifters are ideal for alignment and installation. We also handle a lot of plasterboard, metal sheets – there are lots of potential uses."

Designed to support the safe manual handling of glass, stoneware and metal, the 601.1BL has a parallel load capacity of up to 120kg and features a high visibility pressure gauge, which gives a clear indication of the strength of the vacuum and suitability for lifting.

Dave Broxton, Managing Director, Bohle, said: "Safety is paramount and the Health and Safety at Work Act has gone a long way to driving the dramatic shift in the attitude of industry and business towards it since the 1970s.



"Manual handling of glass or any other sheet material can present risks, which are significantly reduced through the use of the right equipment. The 601.1BL supports this by making handling easier and safer. This includes a gage so you can be absolutely certain that you have a secure fix."

Since the Health & Safety At Work Act became law, there has been an 86 per cent reduction in fatal injuries while non-fatal injuries have fallen by 77 per cent. Despite the dramatic fall more than 142 workers still died from work related injuries and accidents in 2014/15.

For more visit the Bohle website www.bohle-group.com email info@bohle.ltd.uk or call the customer services team free on 0800 616151 for more information.

READER ENQUIRY NO: 0816/0038

GGF OPEN-MINDED ABOUT BREXIT

Following last week's EU Referendum and with the UK population voting to leave the European Union, the GGF remains open-minded about the changes that will come and will continue to work with parliamentarians and Government departments on the many issues affecting the glass and glazing industry.



Nigel Rees, GGF Chief Executive commented, "The GGF Membership can rest assured that we will continue to deliver the same level of benefits and service for our Members. In the short term, we must wait until the Party Conferences this autumn and see how the political parties shape their leadership, policies and direction going forward. There is no doubt that the implications of Brexit and the political uncertainty is already sending economic shockwaves through the construction and property sector, the scale of which may not be clear for some time and as such a tough trading climate that will impact companies both large and small is anticipated.

In the meantime, we remain open-minded and will work in the background with our political advisers GK Strategy, our Members and key influencers in the broader construction industry to plan for all scenarios. I am confident that the Federation will be in a stronger lobbying position once the dust has settled on last week's referendum. We will of course continue to keep our members, well informed as to the unfurling impact on our campaigns and our activities to ensure they are well-positioned to cope with any changes."

www.ggf.org.uk

READER ENQUIRY NO: 0816/0039

WINTECH TESTING & CERTIFICATION READY TO WHIP UP A STORM

Independent UKAS accredited testing laboratory and certification body, Wintech Testing & Certification is pleased to announce a further investment back into the business with the refurbishment of a key tool when it comes to testing – its aircraft engine.

Not, perhaps something most people expect to see every day, the Pratt & Whitney Double Wasp (R-2800) aircraft engine in situ at Wintech's UKAS accredited laboratory in Telford is designed to – quite literally – whip up a storm. It was modified to create the type of extreme winds that customers' products have to resist during the testing process and its upkeep is essential, as Technical Director, Mike Wass, explains: "When customers come to our laboratory they are keen to see the various testing services we offer in action, and the dynamic Watertightness test performed by our aircraft engine always generates a great deal of interest.

"It is a vital piece of equipment in the testing process for us, and as such, investment in its maintenance is crucial. We recently sent it for a general MOT and refurbishment in order to ensure that it continues to perform in the way it is supposed to on behalf of our customers. As you might imagine, an aircraft engine MOT is a significant investment.



But, with new customers joining us all the time to take advantage of the extensive range of test solutions on offer, and new business generated by the recent launch of our WinMark Enhanced Security Certification schemes, not only does investment in our equipment keep us ahead of demand, but the growth we have experienced allows us to put back into the business in order to future proof it going forward.

"Our commitment to the business does not end there. We will, over the coming weeks have some more exciting developments to share, so watch this space. In the meantime, we'd love to hear from anyone looking to ensure their products comply with the latest regulations and standards, or who would simply like to see the aircraft engine in action for themselves."

For more information about the WinMark schemes from Wintech Testing & Certification please call 01952 586580 or visit www.wintechtesting.com.

READER ENQUIRY NO: 0816/0040

A WORTHY WINNER

Freefoam Building Products are pleased to announce that Simon Cresswell, owner of The Gutter Company in Bournemouth, is the worthy winner of its recent cladding competition. Run to celebrate the launch of Freefoam's new consumer focussed lead generation website mycladding.com, Simon submitted a photo of a great installation job on a property in Ferndown, Dorset featuring Fortex Weatherboard cladding in Argyl Brown.

Freefoam's range of PVC cladding makes an ideal home improvement product suitable for domestic and commercial applications. Simon explained "I'm really pleased to win this competition. We pride ourselves of doing a good job for our customers so it's nice to get recognised by the manufacturer too. I've been fitting Freefoam fascia, soffit, rainwater and cladding products for a few years so when the owner of this property wanted to replace cracked and discoloured render Fortex cladding range was the ideal solution. The project went well and as we work in and around the South coast it will be particularly suitable for our other customers - I'm looking forward to picking up some more business from this job!"

The new lead generation website mycladddding.com is just part of Freefoam's wider commitment to local installers through its well respected Registered Installer Scheme. Being part of the scheme gives installers access to a full package of support and significant commercial advantages – the ability to offer a market leading 50 year guarantee, a wide range of marketing materials and the opportunity to recive leads from this new site and the more established roofline site, myrooflinemattters.co.uk.





L to R, Phil Hodge; Freefoam Area Sales Manager South West, Simon Cresswell.

Louise Sanderson, Marketing Manager summarised "As manufacturers we've always worked closely with local home improvement companies using our Registered Installer Scheme to support them and their business. We were really pleased with the number of high quality competition entries we received and would like to congratulate Simon on his winning entry."

If you could like to become a Freefoam Registered Installer apply online at www.myfreefoam.com.

READER ENQUIRY NO: 0816/0041

ALUMINIUM CONTENT RISES AGAIN AS MERCURY JOINS THE FIT SHOW

Gloucester-based Mercury Glazing Supplies Ltd has added to the fast building throng gathering at next year's FIT Show with the announcement that it too is bringing a range of high quality aluminium residential windows and entrance and bi-folding doors to the event.

A long established manufacturer of aluminium products using Smart's and Jack Aluminium products, Mercury draws upon the experience and expertise gained through its work with professional specifiers and architects in commercial markets to bring a new level of expertise to installers tapping in to the burgeoning interest in aluminium frames for homes: "Installers entering the aluminium sector for the first time or those looking to boost their sales can deal with Mercury knowing that we will support them with great products, service and more importantly technical backup to take them through any installation," explained Chris Reeks, Mercury's Sales and Marketing Director. "There are some huge opportunities out there with aluminium windows, doors, patios and bifolds as homeowners realise just how good the latest aluminium products are."

Feted as a niche fabricator, Mercury will also be showing a range of specialist PVC-U windows such as its vertical slider – the company is the largest Spectus VS fabricator in the UK – and the VEKA Halo FlushSash window, which is gaining widespread popularity in heritage and conservation installations.

"We have visited every FIT Show and have been impressed enough to take our own stand for 2017. We will be there ourselves with a radical stand designed to show off our expertise and add Mercury's sense of fun and enjoyment to the whole show," added Chris.



With an impressive 45% increase in visitors to this year's FIT Show, with 8,500 window, door and conservatory fabricators, installers and other industry people making their way to Telford, the prospects are even greater for the NEC. Taking place 23-25 May 2017, to book a stand at FIT Show 2017 please contact Freya Humphries on 07572 623457, or email freya@fitshow.co.uk.

READER ENQUIRY NO: 0816/0042

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The G 16 Awards is the must attend event for the glazing industry. A unique networking opportunity to entertain your clients & staff and celebrate the end of another great year for our industry. Tables selling fast - book now.

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0816/0043

EPWIN CELEBRATES 100 YEARS OF PVC AT LONDON'S BUILDING CENTRE

Glass News' Editor, Chris Champion, attended the Epwin Group's Press Day at the Building Centre which showcases the myriad of Building Products offered by the company.

The Building Centre in London's Store Street is an impressive place and, although I have been there on many occasions it isn't until someone shows you the products in detail that you realise the range on show and, in this case, displayed on the Epwin stand. Without guidance, one would peruse the products you are familiar with: Profile 22, Swish, Spectus, composite doors from the Permadoor arm of the company, but fail to notice that the porch canopy displayed with the composite door, is in fact another Epwin product from StormKing. Similarly, the floor covering is a full display of the group's Ecodeck wood polymer composite decking board product. As Alan Calverley, Epwin's Marketing Manager, says:

"Epwin's creative new permanent Building Centre exhibition allows a snapshot of the Group's products offered for commercial specification including the brand new PVC-U window system Optima; a new flush tilt and turn window from Profile 22; products and systems offered with Building Information Modelling compliance; and a selection of low maintenance products that include bi-folding, patio and entrance doors together with ranges of low maintenance building trims and finishes, and rainwater, drainage and roofline products. At the core of everything Epwin produces is innovation, both in the design and application of the products but crucially, in terms of their environmental impact throughout their lifecycle."

A wall depicting a home and pointing out the Epwin products that don't just dress the house exterior but are involved with much that is hidden too, like the drainage system, brings home just how much of a Building Product supplier Epwin is, with fenestration being just a part of it.

Alan Calverley went on to explain the goals of this new display: "With such a large portfolio of building products our task was to communicate the depth and breadth of the product ranges and also to allow the specifier an opportunity to learn the philosophy behind their development and production, achieving this with little more than a glance. We invite visitors to judge for themselves if we have succeeded."

And succeed they certainly have. Stormking joined Epwin in 2015 and manufactures products such as dormer windows, porch roofs and canopies and other components for the house-building sector whilst Ecodek manufactures a recycled, durable, wood polymer composite decking board system with a wide range of uses in building and construction. The products from both these companies are impressive and, although aimed at specifiers and new build, it would be easy to see both of these product offerings being useful additional products in a fabricators' armoury.

While talking about missing products without guidance, the 1/8 scale model of a WW1 biplane that dominates the scene would be easy to dismiss as just another attractive display. In fact this is a replica of a Sopwith Camel and was commissioned by Epwin Group company Swish Building Plastics and built using its cellular PVC fascia boards, to celebrate the granting of the first patent for PVC to Friedrich Heinrich August Klatte at around the same time the Camel took to the air.

Swish built the wings, fuselage and control surfaces of the model using its off-the-shelf PVC fascia and soffit boards to create its facsimile of the iconic warplane, of which just eight are thought to survive.

However, whilst Swish is celebrating the birth of PVC, modern Swish PVC fascia and cladding products have a significantly reduced carbon footprint compared to its forbears. In addition Swish has introduced products like its rainwater system that marries a recycled core with a virgin skin to save 70% of the CO2 that would be produced by manufacturing with virgin material only.

To further mark these significant Centenary milestones and in response to customer demand, Swish has also launched new ranges of its fascia and soffit boards in cream and white foil finishes. These will join Swish's wider and fully integrated range of robust, cellular PVC profiles examples of which may be seen on the Epwin Group display alongside the model of the Sopwith.

Not surprisingly, Profile 22's Optima window system that was unveiled at FIT 2016, is on display, and the two product streams are characterised by the Optima Chamfered System and the Optima Sculptured System, from which a large number of options are available including a brand new Flush Casement to compete in the burgeoning 'heritage' flush sash timber replacement sector.

The two systems offer a 6 chamber outer frame (up to 8 with RCM inserts) and a 5 chamber sash (6 with RCM), structures that provide optimal thermal performance and rigidity with the capability of U values as low as 0.8 W/m2K with appropriate Argon filled IGUs. Around these basic structures will be the widest range of ancillaries and add-ons of any system on the market to allow the production of windows in every style, for every property type. Important niche products such as a fully reversible window; a vertical sliding sash; flush tilt & turn; a flush casement; composite door; French door sets; and a patio door may be



Swish's 1/8 scale Sopwith Camel


Flush Tilt 'n' Turn window

"With such a large portfolio of building products our task was to communicate the depth and breadth of the product ranges and also to allow the specifier an opportunity to learn the philosophy behind their development and production, achieving this with little more than a glance. We invite visitors to judge for themselves if we have succeeded."

manufactured by combining existing profiles with the Optima suite. Performance is to A++ Window Energy Rating.

Optima has been designed to offer the widest choice of glazing options on the market including 24 and 28mm double and 36, 40 and 44mm triple glazed units. Bead location has been fully researched with the result that glazing clips are unnecessary to pass security tests and are future-proof against proposed and anticipated enhancements to PAS24.

The systems have been awarded the British Standard Kitemark which includes testing to BS6375 parts 1, 2 & 3, Performance of windows and doors in addition to testing in relation to PAS24:2016 enhanced security performance requirements for doorsets and windows in the UK. Both standards are the latest to be published and allow specifiers to assess Optima against the most exacting UK standards currently available.

Andrew Reid, Commercial Sales Director of Profile 22 says: "We wanted the new window systems to be the best in the market and represent innovative design and exceptional thermal performance. We designed the new products around the needs of the specifier for slim, modern and stylish aesthetics, whilst offering the most technologically advanced product features and performance capabilities to future-proof our product range in meeting future Building Regulations.

"To achieve this we have invested in the most advanced extrusion systems available today. This investment ensures consistently excellent window and door profile quality whilst also significantly reducing the environmental impact of the production process. This is a key element in the specification of modern window and door products," added Andrew.

"Specifiers can include Optima knowing that they are choosing the most advanced window and door products available in the UK today with key benefits of exceptional thermal performance, reduced maintenance schedules and improved durability. Their clients will also enjoy the benefits of excellent design, greater comfort levels and security as well as reduced heating bills for tenants and homeowners alike."

It should also be mentioned that Profile 22 has launched a unique externally Flush Tilt-Turn window system designed for commercial applications, especially medium and high rise buildings. The distinctive sleek, urban and modern design of its flush exterior frame avoids the overlapping of framework associated with conventional PVC-U systems, making it especially suitable for applications such as new-build apartments, housing hotels, offices, universities and colleges.

The Profile 22 externally Flush Tilt-Turn can achieve A++ WER Rating (U-Value 0.8 W/m2.K, in line with Passivhaus standards) with argon-filled triple-glazed units, due to its energy efficient six-chamber sash and five-chamber outer frame as well as the inclusion of Profile 22's innovative Aeroframe thermal barrier. This window design offers superb thermal performance thus eliminating the need for expensive krypton-filled units. The high performance weather seal system allows for more efficient drainage of water, greatly improving weathering and thermal capabilities.

In conclusion, Epwin's display at the Building Centre is well worth a visit. There is much to see but having the guidance and knowledge of Epwin staff on hand makes the experience even more interesting and we were privileged to have guidance from them. Perhaps a visit with your tame Epwin rep is the answer?

READER ENQUIRY NO: 0816/0044



Ecodek wood polymer composite decking



BIM compliant Permadoor



Flush sash



Vertical Slider



Andy Jones, Synseal and Chris Kemp, Inagas.



Charlotte Davies, Edgetech UK and Simon Owen, HL Plastics.



Dawn Tucker and Sarah Knight, GGP, with Sam Hill, Thermoseal.

PEOPLE IN GLAZING SOCIETY (PIGS) LONDON EVENT





Centre front - Keely Portway, Cabinet Maker. L to R - Chris Kemp, Inagas; Andy Jones, Synseal; Mark Schlotel, Homepro Fairtrades; Fiona Lund, Brouha.



Dean Hodges, Business Micros; Natasha Erskine, GGF; Matt Thomas and Andrew Webb, Haffner Murat; Adam Sadler, Profix Group, and Dave Thomas, Haffner Murat.

It's high summer….it must be PIGS, London. The People in Glazing Society's London event was held at the now familiar Canal 125 on Caledonian Road and was attended by around 80 people from industry. One, however, was ex-industry, as Keely Portway, formerly of Brouha Marketing and Editor of Glass News, joined the party in her new role as Editor of Cabinet Maker, saying a final farewell to her industry colleagues.

Canal 125, with its open air balcony overlooking the Regent Canal, proved an ideal venue as the evening was blessed with something that resembled a real summer evening. Warm and fine, much of the evening was spent outdoors and probably counts as only one of three evenings this summer that has allowed us to eat and drink alfresco!

As ever, thanks should be given to all those contributing to the food and drink, including Anglian Home Improvements, Avantis International, Business Micros, Central RPL, Danvac Vacuum Lifting Equipment, Dempsey Dyer, Edgetech UK, Emplas, ERA Home Security, Everglade Windows, Extrudaseal, FIT Show, Glass and Glazing Federation, GGP Magazine, KJM Group, MRA Marketing, Network VEKA, Profix, Stuga Machinery, Synseal, The Fabricator Magazine, The Installer Magazine, Ultraframe, Universal Arches, Vast PR, VEKA UK Group, Victorian Sliders, Whizzle Ltd, Window News and Window Ware. Thanks also to Balls2Marketing for arranging the event.





Jon Walker, Avantis International and Dean Bradley, Glazpart.



Karen Lund, Network VEKA, with Sarah Ball, Balls2 Marketing.



Kieran Costello Jr, Glassparts and Tony Mallick, Regalead



Lee Marriott, Promac with Mark Pearce, KJM Group.



Mark Pearce, KJM Group and James Lee, GGF.



Steve McIntyre, Ultraframe with Luke Wood, GGP.







Steve McIntyre and Adam Wilde from Ultraframe with John Ogilvy and Karen Lund of Network VEKA.



Paul Reid, ERA Home Security; Philippa Marshal, Sunstopper Blinds and Darren Waters, ERA Home Security.



Tim Terry and Cara Lewis from Platinum Sales and Distribution with Andy Ball, Balls2 Marketing.

CONSERVATORY OUTLET TEES UP THIRD GOLF EVENT

The Conservatory Outlet Network was brought together once again for its annual Golf Open, this year hosted at The Forest of Arden Marriott Hotel & Country Club in Birmingham on 7th June.

The event proved to be Conservatory Outlet's hottest golfing get-together yet, in more ways than one, with 12 teams of four coming together from across the UK on a scorching Tuesday afternoon. These numbers saw half of the retail network represented by a team made up of staff from various departments of their business, from office staff to owners.

Conservatory Outlet's newest network member, Park Lane Windows & Doors, introduced itself to its peers with an impressive win, closely followed by West Yorkshire Windows which was a founding network member and has been a retail partner of Conservatory Outlet for more than a decade.

The 'Outlet Open' has been a fixture of the fabricator's event calendar for three years, in which time both 5 Star Windows (Kidderminster) and EAS Windows (Leicester) have also emerged victorious and had their name etched on the trophy.

Doug Elliot from County – The Home Improvers (East Sussex) and Jonathan Croft of Clearview Home Improvements (Lancashire) registered the 'nearest the pin' and 'longest drive' shots respectively.



Conservatory Outlet Golf Open 2016.

Conservatory Outlet joint managing director Greg Kane said: 'The great thing about this particular event is that we are able to extend the invite to people from all departments of the retail network and say a small but sincere thank you to installation staff, surveyors, office staff and other valued individuals.'

READER ENQUIRY NO: 0816/0046

BIFOLD SPECIALIST ANNOUNCES WALES EXPANSION



Spirits are high in Wales following the country's brilliant performance at the Euros and bifold specialist TWR Bifolds is hoping to spread some further cheer.

TWR Bifolds is an established brand in the market and supplies quality aluminium bi-fold doors to installers across the UK.

Now for the first time, TWR is expanding into the land of the Red Dragon following increased demand for its products from installers in Wales.

Terry Richardson, Managing Director, comments: "There are a lot of projects happening around the cities in Wales such as Swansea Marina and Central Square in Cardiff where the development of one million sq ft of new office, residential and leisure space is currently underway. Plus Newport is emerging from the shadows.

"These are higher end projects that require high-end building products such as aluminium bi-folding doors and with increasing demand for quality products and a reliable trade supplier, we identified the opportunity to expand our services into Wales."

And it's not just quality aluminium bi-folds TWR will be bringing to its Welsh customers – they'll also benefit from the fabricator's incredibly fast lead times.

Earlier this year, TWR Bifolds launched its premium fast-track service that allows installers to achieve a three-day working turnaround on RAL coloured aluminium bi-fold doors; subject to an order form being completed by the installer and a deposit paid – with a six-day lead time being offered on its dual-coloured aluminium bi-folds.

It has been dubbed the fastest bi-fold turnaround the industry has seen and TWR Bifolds are the only suppliers in the industry to offer the service.

"The expansion is the next phase of our ambitious growth plans and we look forward to working together with installers in Wales," Terry concludes.

READER ENQUIRY NO: 0816/0047

EXECUTIVE TEAM ANNOUNCES ACQUISITION OF THE POLYFRAME GROUP OF COMPANIES

Polyframe Group Limited, the leading manufacturer and distributor of trade windows and doors, announced today that its senior management team has successfully acquired the Polyframe group of companies.

Polyframe began serving customers in 1992 with the vision of offering an unrivalled level of reliability, flexibility and customer service, along with the most extensive product portfolio within the PVCu and aluminium sector. Since then Polyframe has grown into one of the largest manufacturing companies of PVCu and aluminium windows, and composite doors within the UK, with a group turnover exceeding £50m.

The acquisition, led by Ian Macdougal, Polyframe's CEO, was prompted by the retirement of founder and Chairman, Martyn Buckley. Ian is supported by fellow Polyframe directors Jeremy Stott, Peter Dyson, David Eagle, Richard Lee and Nick Summers. Oliver Robinson, will join as interim COO and Jim Faulds joins as non-executive Chairman.

Ian Macdougal said, "The outlook for our industry is strong and extremely positive. This, together with the quality of our operations and the calibre of our staff were the deciding factors in our acquisition. As part of this transaction, we have been fortunate to secure funding from Cairngorm Capital, a specialist investment firm which has considerable expertise in our industry, both as an investor but most importantly for us, operationally. Together as partners, we will have the resources and the expertise to make Polyframe the definitive supplier of choice."

Cairngorm Capital's investment was led by Andrew Steel, Managing Partner, who added, "Polyframe is an excellent example of the sort of business in which we like to invest - it is the leading competitor in its market with attractive growth opportunities and a highly capable management team. Our involvement will allow Ian and his team to pursue their strategy of enhancing the breadth of Polyframe's offering, to the benefit of customers, employees and suppliers."

Martyn Buckley, founder of Polyframe commented "Having built my company to become the industry leader over the past twenty-five years, it is pleasing to pass it on to such a strong management team. The team at Cairngorm Capital has demonstrated flexibility, integrity and determination in completing this investment despite the turbulent financial markets following the Brexit vote."

READER ENQUIRY NO: 0816/0048

SPECIAL ANNIVERSARY *FOR EUROGLAZE*

July 1996 was a very special time for Martin Nettleton, Managing Director at Euroglaze – not only was it the month that he joined his father at the Barnsley based fabricator but it was also the month that his son George was born. Now, 20 years on, Martin is celebrating his anniversary at Euroglaze with George at his side.

Martin said: "George is working in the factory for a while helping to fabricate our REHAU trade frames before heading off to university, and being able to share my anniversary here with him definitely makes it that bit more special.



"I worked here alongside my Dad for several years and I know just how proud he would have been to see us now."

In his 20 years at Euroglaze, Martin Nettleton has helped to transform the business into one of the UK's most efficient fabricators, using a lean manufacturing model based on Japanese production techniques.

The company now produces around 900 frames per week for trade customers across the UK. It prides itself on offering customers a complete range of REHAU products – from fire rated windows and vertical sliders to casements and fully reversibles, and on offering the perfect balance of efficiency and flexible, friendly service.

Martin added: "There's a neat symmetry in the fact that 20 years ago I was coming back to Barnsley from London to further my career and now George is a young man about to leave Barnsley to head to London to start his."

Further information on Euroglaze is available at: www.euroglaze.co.uk.

READER ENQUIRY NO: 0816/0049

MODPLAN OPENS UP A WORLD OF COLOUR

VEKA trade fabricator Modplan's dedicated paint plant opened in 2014 and sales of the manufacturer's coloured products have increased rapidly since then. The company recently reported an increase in sales of its coloured products both in paint finish and woodgrain.

Heidi Sachs, Modplan's Managing Director, said: "Having our own dedicated paint plant means we have rapid turnaround times on our coloured products. We have a maximum lead time of two to three weeks on all coloured products. Feedback from our customers tells us that this has made colour a lot more accessible and helped them add value to their contracts more easily."

Modplan's paint plant opens up a world of colour for installers. Frames can be painted in any RAL colour and a wide range of finishes is also available, including woodgrain effects. This means any products not yet available in a foiled finish can be spray painted to match foiled items, creating a streamlined and complete look across multiple products. Modplan also offers an all-over colour solution because as well as spraying the interior and exterior frames, the areas that are visible when the window is open are also sprayed, something that gives a much more sophisticated result.

Aside from wanting to make colour more accessible by improving turnaround times, the other reason Modplan opened a dedicated paint plant was to be able to offer unparalleled quality in this area. The fabricator uses technology, which forms a molecular cross bond with the plastic surface for a longer lasting finish, unlike most other paints for plastics which stick to the substrate. Heidi comments: "Bringing colour in-house and using state-of-the-art processes means we can guarantee the colour and quality first time every time and we are not relying on any third parties. It's something our customers really value."

Modplan is renowned in the industry for its partnership approach that helps its customers to grow their businesses. The company's dedicated paint plant was opened to help its customers add value to their sales. And the recent sales increase in painted products, proves it's doing exactly that.



Modplan manufactures and provides a comprehensive range of products that includes Matrix 58, Veka Matrix 70 and 70FS, Veka Vertical sliders, a dedicated painting facility, PVC-u patio and bifold doors, conservatories, the Vertex Open Canopy, the Vertex roof

system for polycarbonate, glass or tile effect, Wendland roofing system and the newly added Ultrasky, Livin room and LEKA Warm Roof. For more information on any of the Modplan's products and support, simply Ask the Man from Modplan.

Tel: 01495 246844 - www.modplan.co.uk

READER ENQUIRY NO: 0816/0050

SCHUECO NETWORK CENTRE **REVAMP IS NOW COMPLETE**



Leading building envelope specialist, Schueco UK Ltd, has announced that the refurbishment of the Schueco Network Centre in Milton Keynes is now complete.

The revamp – designed to improve the Centre's facilities even further for industry professionals, Schueco network partners and their customers and end-users – represents a major capital investment for the company.

It also reflects the growing success of the residential sector both for the company and for its Trade Residential Partners, a success which has led to a sharp rise in the number of visits by trade residential customers and home-owners.

Schueco UK is confident that the Centre's expanded facilities will significantly increase the frequency of such visits over the next few years.

One of the key features of the refurbishment is a newly created area with a mezzanine floor entirely devoted to trade residential products. On display are such best-selling systems as Schueco ASS sliding and sliding/folding doors, Schueco AWS 70 SC windows and Schueco entrance doors, some with Adeco door panels.

This area also demonstrates the versatility of Schueco's Trade Residential Showroom Concept. This consists of items designed for use in Partners' own premises such as pre-fabricated display modules customised to showcase specific systems, graphics panels, logos and general showroom furniture.

Importantly for Trade Residential Partners, the cost of Showroom Concept items can, in many cases, be paid for out of a Partner's marketing support budget.

Of the new commercial system exhibits installed in the Centre, the most significant is the massive Parametric façade constructed for the BAU Exhibition in Munich in 2015. Although obviously not directly relevant for the Trade Residential market, its sheer size is likely to intrigue and impress T&R customers.

Finally, the Centre's conference facilities have been upgraded to take account of the increasing number of outside organisations – such as trade associations and professional bodies – who are now using the building as a venue for corporate gatherings and sales conferences.

For further information on the new facilities at the Schueco Network Centre, please email mkinfobox@schueco.com.

READER ENQUIRY NO: 0816/0052

PIONEER TRADING INTRODUCES MYBRAND MARKETING SUPPORT

Essex based fabricator, Pioneer Trading, has announced that it is to bolster its market leading customer service offering with the addition of Deceuninck's comprehensive MyBrand marketing support.

MyBrand, which was launched in 2013, is a bespoke marketing service that's designed to help Deceuninck fabricators and their installer customers to stand out and sell more by helping them to build and develop their own brand. The service, which includes a comprehensive range of marketing materials,

"The MyBrand support from Deceuninck is very impressive. Our customers can now benefit from a quick, easy and cost effective marketing service that's been engineered to help them rise above their competitors, win more business and generate more sales."

has proved to be extremely effective in building the profiles of a growing number of installers and fabricators, thanks to brochures, roll folds, POS, direct mail, websites, videos and sales tools.



Andy Linnett, Pioneer's Head of Sales and Marketing, said: "The MyBrand support from Deceuninck is very impressive. Our customers can now benefit from a quick, easy and cost effective marketing service that's been engineered to help them rise above their competitors, win more business and generate more sales. Plus, in addition to helping our existing customers to grow, MyBrand has also bolstered Pioneer's already market leading product offering, quality control, customer service and lead times – making us even more attractive to new business as well."

The latest additions to MyBrand include new composite door and sliding patio door brochures, technical guides and large A2 showroom POS to promote Deceuninck's impressive colour-from-stock range. Deceuninck's latest brochures, which include new designs and a more lifestyle feel, are available for its Traditional 2500 and Heritage 2800 windows, plus its Slider24 patio door.

Pioneer Trading manufactures and supplies a comprehensive range of premium, energy efficient windows, doors and conservatories to retail, trade and commercial customers from its headquarters in Chelmsford. The company prides itself on its quality control systems and is the only manufacturer of the Signature range of windows, which is said to be one of the most advanced systems available on the market in terms of energy efficiency, security and style.

www.pioneertradingcompany.co.uk

READER ENQUIRY NO: 0816/0051

FORWARD THINKING FABRICATORS NEEDED

AluWood Windows Ltd is looking for fabricator partners around the UK to manufacture and supply its aluminium clad timber windows.

"We have a proven model for selling windows to the self-builder and home renovation sectors," says Callum Grant, Commercial Director at AluWood. "Typically customers choosing AluWood windows and doors are either building an extension to their home or undertaking a self-build house project. They are the ones looking for the perfect combination of low maintenance aluminium on the outside and the warmth of timber on the inside."

The AluWood window system was well received at the FIT Show. "It's the first time we'd taken the system to a trade show, and it was great to get such a positive response. AluWood is manufactured in the UK. It's designed to be easy for joiners and fabricators to make."

Consumers are taking more control when choosing their windows, especially in larger projects. They research the products on the market and then either deal direct or tell their builders where to buy from. AluWood provides all the technical expertise and support to help fabricators and joinery companies take advantage of this growing demand.

"We have developed the system so it's a modern window for modern properties, whether it's a new home or just an extension. The flush casement can be top or side hung, as well as fully reversible. AluWood windows offer the durability of aluminium on the outside and the insulating benefits of timber on the inside. Because of this, the system is also very popular for commercial projects such as hotels or offices," adds Callum.

"The success of AluWood windows and doors is proven. We've been manufacturing since 2008, and sales continue to increase. That's why we want to create a national network of forward thinking fabricators to offer the exciting opportunity of AluWood."

For more information about AluWood's aluminium clad timber windows and doors, visit their website: http://www.aluwoodwindows.co.uk/.



READER ENQUIRY NO: 0816/0053

BIGGEST ATLAS SKYROOM EVER IS A WINNER

It was a double celebration for Atlas approved installer Vale Orangeries when the South Wales-based firm installed their very first Skyroom. Not only was their installation at a former school house in the South Wales Valleys the largest Skyroom installation ever, it was also a winner in the coveted Atlas Installation of the Month competition.

The vast 9x3 metre dual colour Skyroom beat off stiff competition to be the April winner in the competition, which was launched last year to commend the best Atlas orangery, conservatory and rooflight installations. The project impressed the judging panel because of its sheer scale and how it has dramatically transformed the appearance of the property.

The owners of the property had carefully renovated the school house and wanted to replace their tired PVC-u conservatory with a traditional orangery that would span the entire width of the building. Keen to improve the flow of rooms within their home and to maximise the sense of space and light, the owners approached Vale Orangeries to discuss design ideas for the project.

The team presented two options to the customer - a conventional orangery and an Atlas Skyroom. The customer was immediately drawn to the contemporary features of the Skyroom, its realistic orangery appearance and its superior thermal performance, which was essential for such a large, open plan structure.

Vale Orangeries demolished the original conservatory and managed the build, which took around eight weeks to complete. They built the large extension, which features dual colour aluminium windows and bi-folding doors from Atlas' sister company Customade, and created two openings from the original dining room and kitchen into the new Skyroom. The Skyroom roof was then installed in just two days. With its slimmer sightlines and unique dummy ringbeam design, the Skyroom has improved the quality of light within the property and complemented the period features of the building.

Dean Edmonds, Director at Vale Orangeries, said: This was our first Skyroom installation so we're very pleased indeed that it was a





winning entry. It was a grand and impressive project and the client is absolutely delighted with their new living space. Our first experience of fitting a Skyroom was very good and it is certainly a fitter-friendly product that's fast and simple to install. We're really proud to have built the biggest ever Skyroom, this installation has definitely set a big precedent for the future!"

Gareth Thomas, Sales and Marketing Director at Atlas Glazed Roof Solutions, added: "This competition continues to attract several high quality entries from across the UK and there are some extremely good Atlas orangery, conservatory and rooflight installations out there. This installation really stood out because of its proportions and its striking impact on the property. Congratulations to Vale Orangeries on a very worthy winning installation."

Each month, the winning installer will scoop a £200 Screwfix voucher and a £50 Majestic Wine voucher, plus trade industry PR and entry into the Atlas Installer of the Year award finals. All entries submitted with completed installation pictures will receive an Atlas thermal mug.

Entrants can submit their Atlas roof installations via Twitter to @Atlasroofjohn using the hashtag #AtlasShowOff or on email to marketing@atlasroofsolutions.co.uk.

Atlas Glazed Roof Solutions is part of the £35 million turnover Customade Group. The group, which employs 300 people, also includes PVC-u and aluminium window and door fabricator Customade and Fineline Aluminium, which supplies designer architectural aluminium products with very slim sight lines, and Hourglass Seal, which manufactures glass and sealed units.

For further information, please contact Atlas on marketing@atlasroofsolutions.co.uk or phone 02838 327741.



READER ENQUIRY NO: 0816/0054

A DAY IN THE LIFE OF A WINDOW INSTALLER...



Keen to demonstrate that its installers really do deliver a service which beats the competition, The Window Company (Contracts) has produced an upbeat and original take on the old fashioned corporate video with a 'day in the life' of an installer movie.

Starting at dawn and set to Blazing Day by Cullah, the two minute video shows the highlights of the day, from picking up the day's frames at the company's Chelmsford HQ to handing over the job to the happy customer.

Shot largely on a GoPro camera, the video includes everything from laying out the carpet protection before starting work to trimming and applying mastic at the end.

The idea of the video is to show residents what they can expect from their installation and to highlight just how hard the team work to do a great job.

The Window Company (Contracts)' Chairman David Thornton said: "Our team of installers are a fantastic asset for us so it was natural that they would star in their own movie. They're well trained, well paid and well supported and, as a result, they give our customers a great service."

The new video is on The Window Company (Contracts)' website (www.thewinco.co.uk) and on the company's dedicated YouTube channel (The Window Company).

Tel: 01245 268120 - www.thewinco.co.uk

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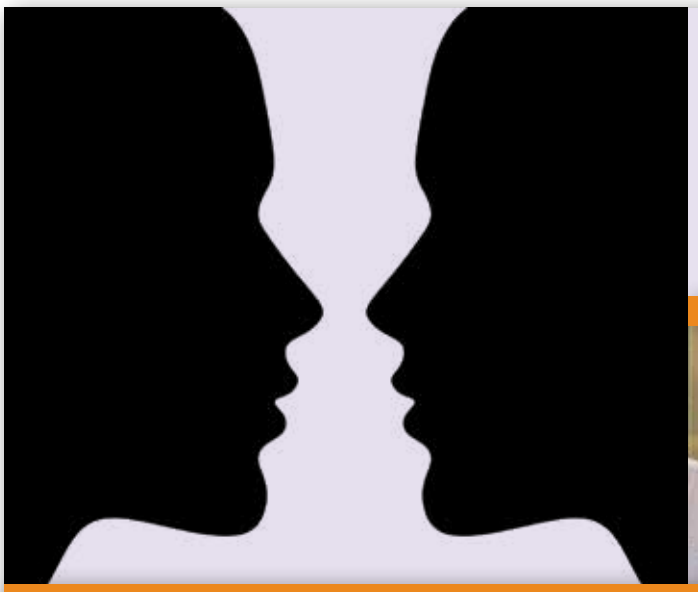

FACE TO FACE



THIS MONTH: Alex Moore, Apeer, Ballymena, Northern Ireland

Alex Moore is one of Apeer's most likeable characters. With an outgoing personality that customers love, he's the former competitive swimmer who loves food and admits to hating school. Having worked for Apeer and its parent company, Ace Fixings, for 28 years, it's fair to say that he's a pretty loyal chap.

IT'S ALL ABOUT YOU

Where you were born and live, currently…

I was born just outside of Ballymena, County Antrim. I moved to Cloughmills nine years ago and I have to say it's a very beautiful place and a great place to raise my two kids.

Your education and the subject or activity in which you excelled…

I hated school! I couldn't wait to leave. I was not academic at all but I really enjoyed the sports element of school. I studied to CSE (as it was back then) level at Ballee High School and left as soon as I could. My favourite subject? Getting out at 3:10pm when the bell rang was without question my favourite subject. Haha!

Your favourite sports…

My wife would say all sports as I'm never home! I was a competitive swimmer when I was younger and I've been coaching swimming for 34 years. I've also been coaching a local football team for the past five years. I'm involved in Ballymoney Youth Academy where we coach about 400 kids.

Your biggest regret in life…

I'd have to say that as much as I didn't like school I wish I had gone on to further education. I would like to have completed a sports-related qualification of some sort.

Someone or something that inspires you…

You know what? I'd have to say Richard Branson because he's always trying to achieve something and never sticks with one business or one success. He's constantly chasing a new target, a new idea, a new goal, and I like that about him. His goals are so diverse.

The temptation you can't resist…

That's easy! It's got to be food - I have a very sweet tooth and I enjoy a good meal.

YOUR CAREER

When and how you joined the industry…

I joined Apeer's parent company, Ace Fixings, 28 years ago as a van driver. I delivered all Ace Fixings products and I think this is one of the best ways to learn the product ranges and get to know customers. I moved into a general sales position and I then became Sales Manager, and once Apeer was established in 1997 I took on the role of Sales Manager for both companies.

The job you do in 25 words…

I manage two sales teams (Ace and Apeer) and I deal with customers from each on a daily basis, talking them through our wide range of products.

Your greatest achievement…

I have two: I was selected as junior coach for the Ulster inter provincial gala swimming championships. I was also invited to be a part of the swimming team training at Calgary University with other Irish swimmers from the Olympic team.

The mistake you'd like to correct…

It's not really a mistake, but as mentioned previously I wish I could go back and go to University - I would have loved to have made the decision to attend further education.

The talent you would like to enhance…

I'd have to say that I'd love to develop my football coaching skills.



AND YOUR FUTURE

What you would like to do if you weren't in the industry…

I've always been interested in RNLI lifeboats, so I would probably have to say that it would be Navy search and rescue.

Particular ambition…

I'm a big fan of travelling and with that said I would love to travel the world. I'd especially like to visit Australia – I'd love to see the Great Barrier Reef.

The way you want to be remembered…

I'd like to be remembered for having an engaging presence and outgoing personality as well as someone who inspires and motivates young people through sport to help put them on the right path in life. I'd also like to be known as the guy who gets the job done.





If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

YALE LOCK IN PARTNERSHIP WITH STERNFENSTER

The Lincoln based trade fabricator Sternfenster, has partnered with Yale Door and Window Solutions to offer the Yale Mantis3 multipoint door lock as standard across its entire door portfolio.

Sternfenster help installers supply a high security door product, without compromising on quality or aesthetics as standard. As part of the arrangement, Sternfenster will also offer the option of fitting the Yale Superior 1 Star cylinder for improved security and added peace of mind.

Mike Parczuk, Managing Director for Sternfenster, said: "We have been using the Yale Mantis3 multipoint lock for a number of years on a large commercial contract and have been impressed with ease of use and smooth operation and how well the product has been received on site. Therefore, we decided to up spec and streamline our production and procurement processes by standardising this lock for all of our customers.

"Partnering with Yale demonstrates our commitment to continuous improvement, offering an upgraded product without additional on-cost to the customer."

Paul Atkinson, Sales Director for Yale Door and Window Solutions, said: "The Yale Mantis3 multipoint lock offers industry leading levels of tolerance, service life, weather-proofing, and security. The gearbox makes it suitable for both front and rear door applications, with optional shootbolts for quickly adapting the lock for use on French doors. The use of very large hooks combined with linear bolts not only make for a very smooth and secure lock – it also looks robust and premium."

Mike Parczuk continues: "Sternfenster and Yale have a shared vision for providing products that are at the forefront of innovation. This also enables Sternfenster's customers to differentiate themselves with products that stand out in the market place, resulting in



more sales, and better profit margins."

With over 40 years experience in the window and door industry, Sternfenster is a family-run business, dedicated to delivering high quality products and excellent customer service to the trade. Work has recently begun on a new 35,000 square foot office and factory complex to house its growing aluminium division.

For more information on all of Yale DWS products please visit www.yaledws.co.uk. For information regarding Sternfenster, please head to www.sternfenster.com.

READER ENQUIRY NO: 0816/0058

BSI KITEMARK FOR ULTION

Ultion has added the globally recognised BSI Kitemark to its list of accreditations. Already carrying TS007 3 star, Sold Secure Diamond and police approved Secured by Design certifications, the high security cylinder door lock from Brisant Secure shows commitment to product and service excellence through its new partnership with BSI.

The BSI Kitemark is one of the most recognised symbols of quality and safety in the UK, and is acknowledged around the world too.

Brisant Secure CEO Steve Stewart says: "The Kitemark is a welcome addition to Ultion's accreditations because it signifies that Ultion is a brand for security and quality. Ultion is the lock that locks and stays locked, and we have a policy of continual improvement so that will always be the case. We value consistent excellence in both product and service, and it's great to be recognised by the BSI who shares these values."

Ultion has passed a variety of tests to achieve its certifications, including the rigorous tests required to achieve Sold Secure Diamond. Its unique lockdown mode prevents burglars from gaining entry even when they snap Ultion.

The addition of the Kitemark means Ultion has earned every accreditation available.

"We're very proud of Ultion," adds Steve. "Homeowners want security and we've created a lock that gives them real-life protection from real-life burglars. Working in partnership with the BSI and adding Kitemark accreditation confirms Ultion's position as a high quality cylinder door lock. The Kitemark is short-hand for the homeowner, they see it, they know it, and they know it means quality. Fabricators and installers love it too."

For more about the BSI Kitemark visit www.bsigroup.com.

To find out what selling real-life security can do for your business call 01924 455 444, visit www.ultion-lock.co.uk or follow @UltionLock on Twitter.

READER ENQUIRY NO: 0816/0059

0816/0060



I believe that quality is at the heart of Mila. Quality in our award-winning hardware, in our partnerships with governing bodies, in our relationships with suppliers, in our friendships with customers & in our market-leading services delivered company-wide by our knowledgeable team.

Quality defines our values. It's in our DNA.

- Richard Gyde, Managing Director, Mila UK

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IN THE SPOTLIGHT WITH ODL EUROPE

Leading supplier of added value building products for the home, ODL Europe, is pleased to announce a new addition to its family of glazing cassettes with the launch of the Spotlight.

Seen for the first time at this year's FIT Show, where it received a very warm reception from visitors, the Spotlight is designed to provide the ultimate design flexibility, as Mark Towers, Managing Director at ODL Europe explains: "Specifically designed to help companies sell in the retail market, the Spotlight frames are available in five sizes which can be used in a variety of combinations, allowing our customers to meet the exact style and privacy options demanded by their homeowner clients."

As well as its aesthetic benefits, the Spotlight is designed for performance. Its moulded and textured formulation works equally well for painting or staining, and resists both warping and deformation from heat build up. The compression foam tape seal construction eliminates the difficulties associated with wet caulk products, whilst its design is engineered to extend the life of the door frame. Seated screw-hole plugs allow for easy alignment and match the frame's grain direction, resulting in a uniform finish.

Mark concludes: "We appreciate that retail is still a big area of opportunity for our customers, and we have invested in expanding our product range for this market with the launch of innovative products such as the Built in Blind. But with the widest range of glazing cassettes available in the UK, this is still a core part of our business, so we are equally dedicated to product development in this area too. We're very pleased with the response we have seen so far for the Spotlight, and invite anyone who would like to know more to get in touch."

If you would like more information about ODL Europe call: 0151 933 0299 or visit: www.odleurope.com.

READER ENQUIRY NO: 0816/0061

JACK ALUMINIUM PUSHES THE BOUNDARIES OF SBD



Systems company Jack Aluminium now offers the most complete range of Q Marked PAS24 compliant aluminium doorset systems for the commercial building sector. It has invested significantly in testing to ensure that its products are Secured by Design ready, supporting fabricators and installers to meet the demand for highly secure and reliable commercial doors.

Jack Aluminium realized early on that its customers would need a suite of high usage door options to meet both Document Q and Secured by Design requirements. Achieving SBD with a thermally approved door also ensures that fabricators can give architects and clients the higher energy efficiency demanding on new and refurbishment projects.

At the heart of the Jack Aluminium range is its successful TD68 thermal door system, the Jack Door, which offers the design options and durability needed for high traffic usage. It recently launched its largest SBD-ready thermal door, which features 1200 x 2400mm leaf, enabling one-metre clearance for wheelchair access, particularly beneficial for schools and hospitals.

The TD68 is also the basis for the TD68 Pivot Anti-Panic door and Mag Lock door, reflecting Jack Aluminium's ability to deliver solutions for specific customer requirements.

The Anti-Panic door is designed to prevent the vulnerability which many panic and emergency doors face. With potential forced entry attempts in mind, the door includes; a striker plate which supports the lock when under attack, internal and external locking capabilities to secure the door from both sides and a lock strike plate to prevent tampering of the panic device.

The Mag Lock door is tailored to solve the problem of tampering with doors which are required to be secure at all times. It uses an automatic locking mechanism to lock as soon as it is closed, with a security pin to prevent tampering.

"We know that SBD doors are increasingly become specified as standard," explains Jeff Pearson, Sales Director at Jack Aluminum. "This demand covers a number of commercial spaces, so it's important that we provide a range of solutions to suit the varying needs of customers."

Hospitals, schools, shops and places of work, all require doors which offer security and reliability. The SBD initiative aims to reduce the risk and fear of crime by providing practical defense against common crime trends. The group works with the glazing industry to ensure products can demonstrate effectiveness in preventing crime. PAS24 is the minimum door standard required for SBD compliance.

"Customers need to feel safe in the knowledge that our solutions offer security and durability. This is why we believe in the importance of testing all parts of our designs to make sure our range is PAS24 approved and ready for SBD," added Pearson.

Jack Aluminum has been committed to testing its door systems over a number of years to achieve PAS24 approval, as well as its sister standard BS:EN 6375 that measures a door's durability.

T: 024 7646 7449
www.jackaluminium.co.uk

READER ENQUIRY NO: 0816/0062

NEW AV3 AUTOLOCK ADDS INCREASED FUNCTIONALITY TO DUTEMÄNN'S HAUS RANGE

Specialist aluminium fabricator, Dutemänn, has announced it will offer the new AV3 autoLock from Winkhaus within its popular high-end range of entrance doors, Haus. The development will see fast-growing Dutemänn add even more choice for its trade customers to enjoy, as Winkhaus' official launch partner for AV3 in the aluminium sector.

"The new generation of autoLocks will further strengthen our trade customers' competitive advantage," said Dutemänn MD, Martin James. "End-users will love the increased functionality offered by the daytime latch, which allows them quick and easy access to the property when they're carrying out tasks like bringing in shopping from the car. The feature will add exceptional flexibility for our high-end aluminium Haus doors fitted with T bar or crescent pull handles," added Martin.

Dutemänn will offer the new AV3 alongside its standard locking solution currently available with the Haus range, the market leading AV2 autoLock from Winkhaus.

Justin Harris, Winkhaus MD, said: "We've launched the AV3 in order to help our customers further enhance their product offering, adding more versatility to their doors, while delivering the robustness and exceptional security performance that are our trademark qualities.

"There's always been a huge amount of synergy between Dutemänn and Winkhaus, with both businesses placing great emphasis on a 'fit and forget' philosophy that prioritises the development of high-quality, long-lasting products that customers can install with confidence. They were, therefore, a natural choice when it came to introducing the AV3 into the UK aluminium market – a sector that's continuing its upward trend, and proving increasingly important to us as a business," added Justin.

The fabricator also uses other high-quality locks from the hardware specialist Winkhaus, including the Cobra™ two-hook lock for bi-folds, as well as an array of Key Turn Activated locking systems.

"When we set up Dutemänn, we were looking for strategic partnerships with companies that were equally focused on quality, in order to enhance our products the best we could," said Martin.

He concluded: "We chose performance against price to make sure we had the right



product for us and the target market we had in mind, and that is what we continue to do through our partnership with Winkhaus. The new AV3 is a great addition to our range and one that will undoubtedly help our customers further differentiate themselves in the marketplace."

For more information contact Winkhaus on 01536 316091, or visit www.winkhaus.co.uk.

READER ENQUIRY NO: 0816/0063

SIEGENIA SUPPLIES NEW TITAN TILT & TURN TO CARL F GROUPCO

Carl F Groupco has extended its range of Siegenia hardware with the addition of the TITAN AF, a tilt and turn system newly introduced to the UK market. Key features include the AF concealed axxent 24+ variant, a completely new design, providing a completely jigless solution for the majority of profiles, with sash load bearing capabilities up to 150kg. The system can also be easily and economically upgraded to comply with PAS 24 for security.

The expansion of Carl F Groupco's Siegenia range reinforces the strong decade long partnership between the distributor and manufacturer. The ALU 4200 and axxent ranges have been extremely successful tilt and turn aluminium systems for Carl F Groupco and the company is confident that the new AF system will be equally as popular.

Commenting, John Crittenden, Carl F Groupco's Managing Director said: "We have many synergies in our brand values with Siegenia and enjoy a long-standing working relationship. A key part of Siegenia's strength is the company's forward thinking in their hardware design – this ensures more features for fabricators to help differentiate their offer.

"We are delighted to incorporate the TITAN AF into our portfolio. With options for both concealed 'axxent' and face fix variant which offers standard sash weight load capability of 130kg, the product has widespread appeal."

The TITAN AF tilt and turn range is suitable for PVC, timber and aluminium profiles with a 16mm eurogroove.



Carl F Groupco introduces the Siegenia TITAN AF Tilt and Turn system to their portfolio.

Carl F Groupco's comprehensive technical support and assistance in meeting hardware requirements is provided for all product lines, including the new TITAN AF.

Tel: 01733 393330
www.carlfgroupco.co.uk

READER ENQUIRY NO: 0816/0064

NEW HARDWARE CATALOGUE FOR TIMBER WINDOWS & DOORS

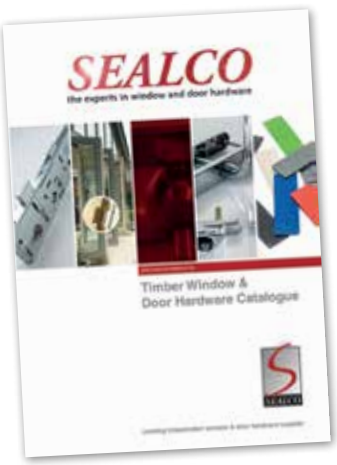
Manufacturers of timber windows and doors can now find all the hardware they need in one catalogue. Sealco, leading independent window and door hardware distributor, has packed its 72-page Timber Window & Door Hardware Catalogue with technical drawings and detailed information. A calculator for sliding sash windows and configuration choices for timber lift & slide and bifold doors are also included.

"Because we deal with so many of the top hardware brands, we wanted customers to have easy access to information so they can choose the best products." says Tom McGovern, Sealco's timber expert.

The new brochure is divided into seven sections to make it simple to use: sash windows; casement, tilt and turn and fully reversible windows; cylinder locks; single and French doors; bifold and sliding doors: weatherseals and tapes; and sealants, wood filler and consumables.

As well as technical drawings and detailed information, each of the colour coded sections contains full colour pictures of products, there are lots of installed photos too.

Tom adds: "We wanted our new catalogue to be useful to architects and specifiers choosing timber windows and doors as well. We're finding that there's a growing trend with architects to specify timber in modern properties for its elegant looks. They want 21st century performance for energy efficiency and security too, and we've included products that mean there's no compromise."



Sealco's Timber Window & Door Hardware Catalogue includes top brands Yale, Securistyle, Hoppe, Maco, PC Henderson, Stormguard, Spilka, UAP and Endurance. To get a copy call 01324 610710 now.

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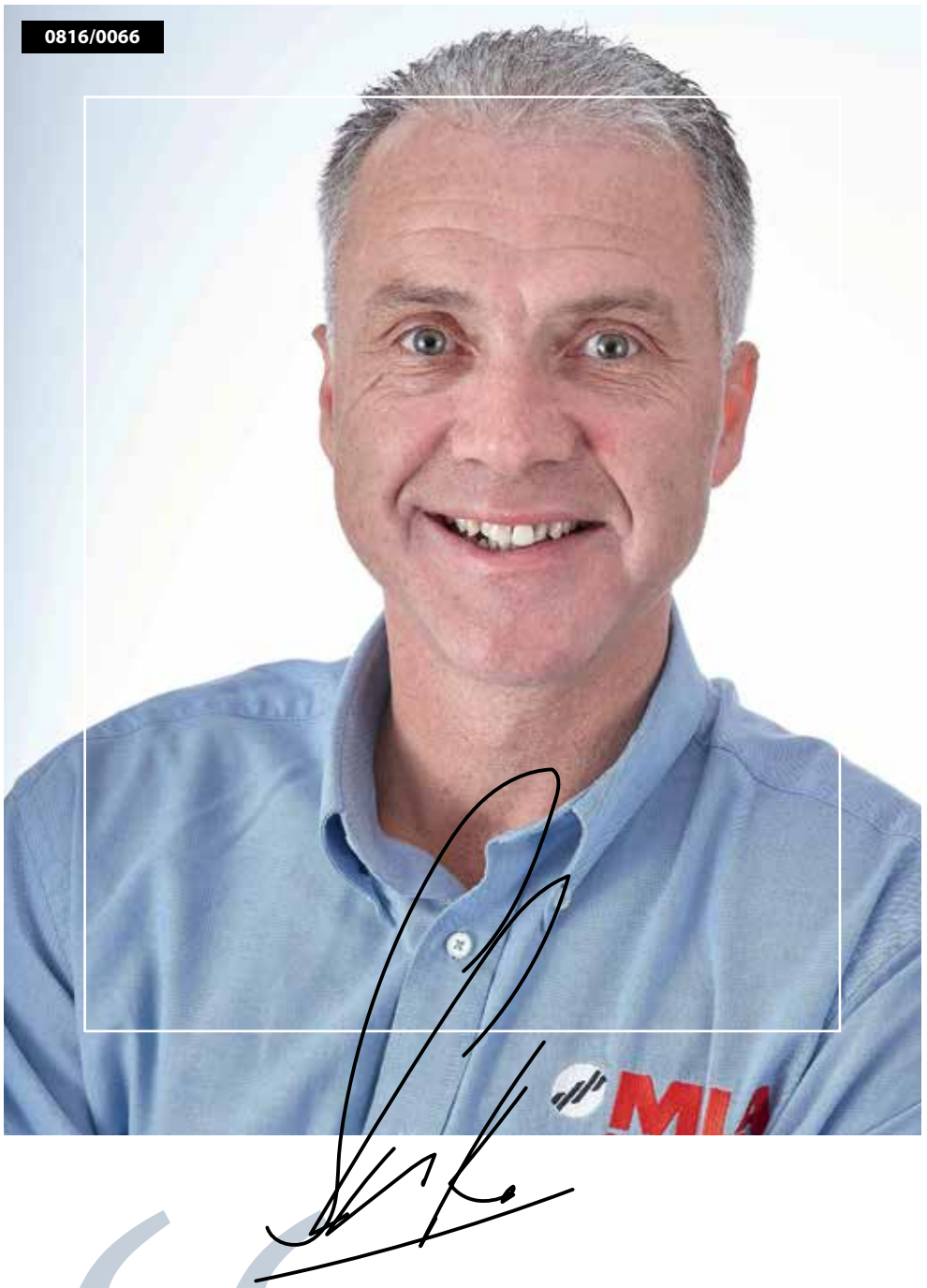
0816/0066



I believe that quality is proven through product fit, function & independent testing. Quality is the route to successful accreditation & certification from recognised, impartial industry bodies like BSI, Exova & SBD. Quality is confidence that our hardware will last.

Quality defines our standards. It's in our DNA.

- Straff Cooke, Technical Manager, Mila UK

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FACE TO FACE



THIS MONTH: Michelle Wright
Marketing Manager, The Glazerite UK Group Limited, Wellingborough

A Northants girl through and through, she's a proud mum and has been extremely inspired by her own mother. Not really a fan of sports, she loved school but don't ever ask her about history or to point out anywhere on a map.

IT'S ALL ABOUT YOU

Where you were born and live, currently…

"I was born in Corby, Northants and have lived their since. It's had its fair share of bad press, but it's a great town where people really look out for each other and help one another. Over the last few years there has been lots of redevelopment, so plenty of exciting things taking shape."

Your education and the subject or activity in which you excelled…

"I loved school. I was a massive teacher's pet and excelled in most subjects apart from history and geography - I always hated those two subjects. I always maintain the best thing I got out of my school years was my life long friends - apart from the education of course. I met my best friend on my first day of infant school, then going into secondary school I formed all the friendships that are still a big part of my life over 20 years on.

"Funnily enough I never had any interest at all in going to university, as much as I loved school. Although thinking I knew it all about many things at 16, I actually had no idea what I wanted to do for work. Not long after I left school I went to work for a company on a two week placement and spent the next 6 years there! It was a fantastic business where I started as an apprentice in marketing, which I found I loved with a passion. The real beauty of working for a small company is the amount of experience and knowledge you gain across all areas. I've been lucky enough to have the support of the companies I've worked for throughout my career with education. Over the years I've completed my Chartered Institute of Marketing qualifications and a HND in Graphic Design."

Your favourite sports…

"I hate sports! I can't even pretend to have any interest in it. I played hockey and netball at school so I get the offside rules but that's about as far as it goes. I enjoy exercise classes when I make the time to go, but the gym



bores me. Most of my spare time is spent with my family and friends, which generally involves eating and drinking, which sabotages my latest diet saga."

Someone or something that inspires you…

"My mum has always been my real inspiration throughout my life. She's always pushed me in the right ways and is always there for me when I need her. Although I am biased, she's one of the most selfless people I know and she genuinely cares about everyone. She's my rock."

YOUR CAREER

When and how you joined the industry…

"I'm still very new to the industry, I only joined Glazerite in August 2015. I must admit that coming from the steel industry it was a bit of a culture shock, but I'm loving it, its so different to the corporate environment I've been used to for the last 12 years and it's a lot faster paced. It's exactly what I needed for my next move though. Glazerite are going through some really exciting times at the moment and there's so much to be done, the difficulty sometimes is what to start on first. The people have been fantastic and it's definitely one of those industries where everyone knows everyone. I keep being told that once you're in, you can't get out!"

The job you do in 25 words…

"Firstly my job is about positioning Glazerite as the trade supplier of choice, and secondly it's helping and supporting our installers to grow their business."

Your greatest achievement…

"That would definitely be my two beautiful children. They make me laugh, cry, they drive me to despair at times, but generally I could burst with pride at the amazing little people they are becoming - that is until we reach the teen years I guess, as my mum keeps telling me."

The mistake you'd like to correct…

"It's not a mistake as such but I do wonder where I'd be if I had chosen a different path. For example, going to uni would have moved me away from my hometown and I would have had very different life experiences. No doubt my life would be completely different, but I actually wouldn't change it for the world – unless my new life included a holiday home somewhere nice."

The talent you would like to enhance…

"I would love to take up photography as a hobby. I even got so far as to buy all the kit over a year ago and go on a short course, but I haven't even taken it out of the box as of yet. I keep telling myself when I get some spare time I'm going to get my head around it."

AND YOUR FUTURE

What you would like to do if you weren't in the industry…

"I have no doubt it would still be in marketing somewhere, after 20 years it's in my blood. I can't actually see myself in any other role now. I've never been interested in the glam industries like beauty, clothing or food. I'll always be based in B2B, it's far more interesting."

Particular ambition…

"In my head my ambition long term is to move abroad to sunnier climates, though my heart tells me I'm a homebird and I'd miss all those nearest and dearest to me. So to meet in the middle I'd like to have a holiday home where we can escape to it when we want, or win the lottery and take them all with me."

The way you want to be remembered…

"As a great friend, daughter, mum who made the most of my life, but most importantly to give my children lots of great memories of a fantastic childhood. I guess it's mainly the things my mum is. If I could be remembered for half the women she is that would be pretty amazing."

GLAZERITE UK Group Limited

If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

0816/0067

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Sauro Grulli Showroom Technician

PUSHING THE ENVELOPE – CAB ALUMINIUM IN BUILDING CONFERENCE 2016

With ever increasing and at times conflicting demands being placed on the building envelope, the theme of the CAB Aluminium in Building Conference, held at Loughborough on 12 May 2016, was chosen to reflect this: "Pushing the Envelope". Over 100 CAB members and guests enjoyed a full day of presentations and discussions, with a parallel mini-exhibition of members and third parties. Dr Justin Furness, CAB Technical Director reviews the hot topics covered, namely: thermal, fire and coating performance of facades.



Exhibitions and newtorking at the CAB Aluminium in Building Conference, Loughborough, May 2016



Members listening intently at the CAB Aluminium in Building Conference, Loughborough, May 2016

The opening keynote address was delivered by Neesha Gopal, Regional Director of Meinhardt (UK). Neesha was challenged by CAB to present a facade consultant's view of the opportunities and threats facing the aluminium in building sector. With limited and difficult access to some facades, particularly on high rise projects, with ever decreasing project timescales, with more and more onerous energy and environmental requirements and with the need to design durable solutions – all against a backdrop of value engineering and competing materials – Neesha likened the facade consultant's job to walking in the jaws of a crocodile! With the aid of several case studies, from both residential and commercial perspectives, the challenges and opportunities in modern facade design were highlighted. While unitised systems could bring benefits to some projects, Neesha stressed that the facade consultant needs to be open to other solutions and remain flexible. A particular challenge is improving the energy performance and getting the energy balance right, as this can be approached differently by different consultants. Neesha challenged the sector to be able to take large scale facades to Passive House level, with improved thermal breaks and high performance insulation, for example.

"Neesha challenged the sector to be able to take large scale facades to Passive House level, with improved thermal breaks and high performance insulation, for example."

The thermal theme was picked up by Ant Wilson, European Leader for Advanced Design, Applied Research and Sustainability, AECOM, with his presentation entitled "UK Energy Regulations: Where Next?" Ant started by showing how the generation of electricity in the UK is decarbonising, with increasing use of renewable and nuclear energy sources. With 45% of energy for heating and cooling in the EU being used in the residential sector, it is clear that consumers need to be at the centre of any shift to smart, efficient and sustainable heating and cooling systems, with the goal of nearly zero emissions from buildings across the EU by 2050. Ant then explained how England, Wales, Scotland and Northern Ireland are implementing the Energy Performance of Buildings Directive through changes to building regulations including Part L in England, highlighting that in order to meet current requirements the building specification needs to be considerably better than the stated limiting values.

Ant then chaired the CAB Members' Symposium, with four speakers tackling energy efficiency of facades from a component-by-component perspective. Andrew Brook, Technical Advisor at Guardian Industries (UK), explained how glass, and coated glass in particular, contributes to the energy balance in buildings. After explaining why and how glass is coated, Andrew demonstrated its application in low E glass and how it should be used in double and triple glazing scenarios. High selective glass can be used to control solar gain in the cooling season and reduce heat loss in the heating season. Karl-Theo (Carlo) Roes, Head of Market Development Europe for Swisspacer, followed Andrew's presentation by clarifying the role of high performance spacers in energy efficient facades, particularly in relation to Passivhaus certified systems, introducing the concept of building occupant comfort. Carlo concluded by comparing the facade of 8000 BC with what we might expect in 2050 AD, noting that there will be strong competition for aluminium systems from new materials, particularly composites.



Dr Justin Furness, CAB Technical Director opens the 2016 Aluminium in Building Conference

Solar shading and its influence on indoor climate and energy consumption was presented by Mike Reeves, Director at Renson Fabrications. The "comfort" parameter featured prominently in Mike's presentation, with shading playing a key role in visual, thermal, acoustic and aesthetic comfort, as well as occupant productivity from a commercial perspective. The findings from several recent studies were cited, highlighting the critical role of solar shading and the dynamic facade in zero energy buildings. Mike provided an overview of the available types of solar shading and noted the increasing popularity in Europe of external blinds, while commenting on the issues this creates in the UK with our outward opening windows. The final symposium presentation considered the importance of airtightness, with Richard Willetts, Technical Manager at tremco illbruck. While the air-tightness of a building has a direct impact on its energy usage as well as occupant comfort, with less heat loss, reduced draught and control of moisture, Richard commented that air-tightness should always be combined with an appropriate ventilation system, stressing that such systems generally work better in more air-tight buildings.

The afternoon session started with two parallel sessions: fire and coating performance of facades. Russ Timpson, CEO of Horizonscan and Organiser of the Tall Buildings Fire Safety Network, started the fire performance session with a sobering presentation of emerging tall building fire

issues, using a number of case studies from around the world. The pressure on cities is increasing; worldwide since 2007 more people are living in urban areas than rural areas. Tall buildings are often seen as the solution, with 236 tall buildings in planning for London alone over the next three years. While there is a need for additional engineered and tested aluminium solutions, Russ highlighted how issues of value engineering, poor workmanship, inappropriate retrofitting, changing occupancy, hoarding and anti-social behaviours are all creating a huge challenge in tall buildings when working to reduce the risk of fires in the first place as well as ensuring any fires can be dealt with safely. Indeed, jet packs for firefighters are currently under serious consideration in the Middle East.

Steve Evans, Chair of the Building Control Alliance (BCA) Technical Working Group and Senior Area Technical Manager with NHBC, outlined the routes to compliance with respect to the fire performance of facades, starting with the Building Regulations and the development of BCA understanding. Steve highlighted the role of full scale test data to BS 8414-1 or -2 and the reference to EN 1364-4 for fire compartmentation in the curtain walling product standard, EN 13830, while noting that when glazed systems include spandrel panels using combustible insulation the testing options are limited. However, the implications of non-compliance were set out, including potential prosecution under building control and health and safety legislation, not to mention the possible reputational damage. BCA Guidance Note 18 sets out four options for cladding materials on buildings exceeding 18m in height and this is increasingly being adopted as best practice.

"The "comfort" parameter featured prominently in Mike's presentation, with shading playing a key role in visual, thermal, acoustic and aesthetic comfort, as well as occupant productivity from a commercial perspective."



Mo Panam, CAB President (holding brochure) with some of the speakers at the Conference

The parallel coating performance session was focused on chrome (VI) free coatings. Mo Panam, Chairman of Barley Chalu and President of Qualicoat and CAB chaired the session, which started with Martin Ings, Global Segment Manager at Chemetall, presenting on the implications for the supply chain resulting from the move to chrome (VI) free coatings. Martin first summarised the trends in surface finishing of aluminium, focusing on the macroeconomic, business and environmental trends. Chrome (VI) compounds or chromium trioxide was listed by the European Commission as a substance of very high concern given its carcinogenic and mutagenic properties in 2011, indicating that it will eventually be phased out of the market and encouraging companies to use safer alternatives, with a "sunset" date for the use of the material given as September 2017. Martin compared the surface finishing process of aluminium using chrome (VI) and chrome-free conversion coating steps, as well as the important differences in the chemistries. He also provided a comparison of the alternatives to chrome (VI), including pre-anodization and the relevant approvals that already apply. While approved chrome (VI) free processes have been shown to meet the performance requirements of national standards and they have been proven in use for many years, experience has shown that in general the processes need higher levels of control compared with their chrome counterparts and detailed advice should be sought from the chemical and paint supplier. Russell Deane, Global Specification Manager for AkzoNobel Powder Coatings then discussed the risks of chrome (VI) free coatings and how to overcome them. With the help of case studies from the Brighton seafront, Russell clearly demonstrated that chrome pre-treatment is not always better than chrome-free, and vice versa. For any type of coating, the key to durability is good preparation and good pre-treatment: this is the important message for specifiers and the supply chain.

READER ENQUIRY NO: 0816/0068



Ant Wilson, AECOM at CAB Aluminium in Building Conference 2016 speaking on UK Energy Regulations



Excellent CAB member support for the Conference exhibition area



CUSTOMADE MAKES ALUMINIUM EASY WITH REAL RANGE

Customade is helping its network of installers to tap into the enormous potential of aluminium with an outstanding new offering that makes pricing, quoting and promoting aluminium easier than ever before and slashes aluminium lead times to just two weeks.

A step change for the industry, 'REAL Aluminium' delivers everything the installer needs to promote and sell the most extensive range aluminium windows, doors and lantern roofs available from a single supplier. The move will help installers to make the most of the universal popularity of aluminium and take advantage of the greater profit margins it brings. Customade has also developed a comprehensive and personalised marketing support package for installers, which includes the UK's first retail brochure dedicated to the full range of aluminium products.

Gareth Thomas, Sales and Marketing Director at Customade Group, explains: "Aluminium is predicted to grow by around 40% in the domestic market and is fast becoming the material of choice for desirable home improvement products like bi-folds and lanterns. Despite the boom in aluminium, installers are constantly plagued with unreliable service levels, long lead times and complicated pricing models, which lag way behind PVC-u. That's why we set about creating a solution to help PVC-u installers to successfully enter the world of aluminium with complete confidence and enhance their profits.

"We're really excited to launch a real industry first for aluminium, which is designed to eliminate every installer frustration and make sourcing aluminium as easy as buying PVC-u. The concept of REAL Aluminium is to simplify everything - quoting and pricing aluminium is easier than ever before and there's an impressive range of products to choose from. The profiles and components are held in stock in four colours - white, grey (7016), black (9005) and dual grey on white - at Customade, so lead times are much faster than average at just two weeks for products within the REAL range. And every product is available from one single source, which makes life so much easier for those installers that have been juggling multiple suppliers."

Customade has made a string of strategic investments to make REAL Aluminium the most comprehensive range available. A purpose built 34,000 square foot factory in Stonehouse, Gloucestershire, exclusively manufactures the range of aluminium windows, bi-folding doors, sliding doors, French doors, residential doors, composite doors and lantern roofs. To meet shorter manufacturing lead times, the factory holds more than 100 miles of aluminium extrusions in white, grey black and dual grey/white. As well as increasing production speed and capacity, the new factory has safeguarded Customade Group's OTIF (on time in full) record of 99%.

In addition to strengthening its manufacturing capabilities and stock levels, Customade has invested in sophisticated pricing and quoting software and marketing materials to help installers to attract new customers and win business. Bespoke window surveying and pricing software allows installers to access prices and create quotes instantly. Customade also provides a 24-hour turnaround on quotes and supplies a price book with all windows priced individually if installers prefer to price windows themselves. REAL Aluminium customers also have exclusive access to dedicated aluminium marketing and showroom support, which includes overprinted brochures, showroom marketing and a dedicated 36-page retail brochure - the only brochure of its kind to cover every aspect of an aluminium installation.

To find out more about REAL Aluminium, please call 01453 826884 or visit real-aluminium.co.uk.

Customade was established in 1979 and offers a comprehensive range of PVC-u and aluminium windows, doors and roofs. The £35 million turnover Customade Group, which employs over 300 people, also includes Atlas Glazed Roof Solutions, Fineline Aluminium, which supplies designer architectural aluminium products with very slim sight lines, and Hourglass Seal, which manufactures sealed glass units.

Tel: 01453 826884 - www.customade.co.uk

READER ENQUIRY NO: 0816/0069

ALUMINIUM EXTRUDER EXLABESA SEES OVER 40% INCREASE IN TURNOVER

Aluminium extruder Exlabesa has just reported a 43% increase in turnover compared to the same quarter last year. Derek Hodgson, the company's General Manager, says: "We're delighted with these results. They show that our comprehensive and exciting product range, which is all manufactured in the UK, combined with our commitment to service, is delivering what the market needs."

Exlabesa is one of the few aluminium extruders in the UK to have its own anodising plant. Combined with the two extruders, two ageing ovens and vertical powder coating plant it has in its South Yorkshire manufacturing base, it means the company has the manufacturing strength and turnaround times to be able to deliver for its customers. Mill finish items are on a four working day turnaround and paint finish items are on a seven working day turnaround. Exlabesa also keeps high stock levels to ensure orders can be despatched complete and uses its own transport for complete reliability.

Exlabesa's range includes windows, doors, bifold door systems, patio door systems, shopfront (both thermal and non-thermal) and steel replacement systems. It will also be extending its curtain wall system range in the next few weeks to increase the options in this area.



Alongside the comprehensive product range, Exlabesa also offers excellent customer support. Design development, technical assistance, fabrication assistance and more all demonstrate the company's ability and willingness to provide a value-added service that helps its customers to grow their businesses.

Derek concludes: "We're a growing company and we're proud of our success. We have the experience, the expertise and the commitment to service what fabricators need from a systems partner. It's what has driven this year on year increase in sales and it's what we hope will drive continued success."

Tel: 01302 762 500
www.exlabesa.co.uk

READER ENQUIRY NO: 0816/0070

QUICKSLIDE LAUNCHES

ALUMINIUM WINDOW RANGE



Quickslide has launched into aluminium windows with a pledge to make the material as easy for the installer as choosing PVC-U.

The Yorkshire-based fabricator has an enviable reputation for both quality and service in PVC-U and now, Managing Director Michael Connor says it is out to apply the same high standards to aluminium:

"We want to smash the myth that it takes over a month to turn round a good aluminium window. We are also offering installers the same level of service and support – as well as the best possible lead-times – that we have given them with PVC-U for over 15 years. So, whether they are new to Quickslide or already using our PVC-U range, they will find it just as easy working with us for aluminium or indeed both."

Quickslide's aluminium windows are based on the Alitherm 800 system from SMARTS, which offers the potential for WER 'A'-Rating, U-Value 1.6 W/m²K, with a basic soft-coat IGU. Michael said: "It is one of the newest systems on the market and is still seeing heavy investment from the extrusion house with new developments such as new sash styles, sill options and hardware options coming on stream all the time. It is also equally well-suited to the domestic end-user and commercial applications, so installers have the widest ranges of opportunities in their existing customer base.

"The system has also been designed to achieve PAS24 and we hope to gain our own accreditation as soon as possible."

Quickslide has been making aluminium doors at its Brighouse manufacturing unit for some time. Four years ago, it launched the SMARTS bi-fold and more recently the sliding patio.

Best-known for its acclaimed sliding sash windows, Quickslide has been instrumental in bringing this former niche product into the mainstream of the retrofit and new-build markets, but it also manufactures a wide range of other styles of windows and doors for trade and commercial customers.

READER ENQUIRY NO: 0816/0071

REPLACING THE REPLACEMENTS TREND BOOSTING BUSINESS AT ALUMINIUM FABRICATOR

Following the advent of PVCu in the late 80s, aluminium windows fell out of favour. However, the material is now experiencing a domestic revival. Jerry Webb, Managing Director of CDW Systems, discusses the factors contributing to its return to popularity and its future in the domestic market.

HISTORY OF METAL IN FENESTRATION

From the late 16th to early 17th century, wrought iron was the material of choice for windows. However, its production was expensive and labour intensive; and homeowners could seldom afford the finished products.

Then, the development of the Bessemer process in the late 19th century allowed for inexpensive mass-production of steel and, as steel was relatively cheap, this material soon surpassed wrought iron as the standard for windows.

Steel windows were widely used in all kinds of buildings including churches, schools and homes.

Leading the way in manufacturing were Henry Hope & Sons and WF Crittall – a name synonymous with 20th century steel windows.

Following the introduction of standard window sectors, often referred to as the 'universal suite', in 1928 by the newly formed Steel Windows Association, the use of steel windows flourished.

By 1954, Crittall was the biggest of the three main suppliers of steel windows, accounting for 40 percent of production.

THE RISE AND FALL OF ALUMINIUM

In the 1980s though, the double glazing industry took off. Companies such as Stormseal, Anglian Windows, Everest, Zenith and Staybrite emerged as national suppliers of aluminium and PVC-u windows and doors fitted with sealed units.

Original steel windows were subject to rust and corrosion and needed to be painted on a regular basis. This would be done by hand and with the build-up of many layers of paint, the operation of the window was often compromised.



Aluminium offered a low-maintenance, cost-effective and energy efficient alternative that retained the elegant sightlines that have always been associated with steel windows, along with the inherent durability and strength of the product.

Aluminium quickly became the most popular choice for double glazing in the early and mid-80s when it had 60 percent of the market share.

But the late 80s and early 90s saw the rise of PVCu windows and doors. As a result, many homeowners were replacing their original 'Crittall' windows and aluminium frames with the new 'wonder material', PVCu.

Aluminium window sales started to fall and since 2003, less than 17 percent of sales of domestic windows have been from aluminium.

DOMESTIC RENAISSANCE

Recently though aluminium has experienced a domestic renaissance, with statistics from the Palmer Report showing the market has grown from 5 to 9 percent.

Driving this growth is advancements in aluminium performance and refined consumer tastes. As a material, aluminium is now on a par with PVCu when it comes to energy efficiency; and its endearing qualities such as slim sightlines and good looks remain.

Homeowner desire for more premium products is seeing replacement PVCu windows installed in the 1980s being replaced – this time with aluminium and in an array of colours.

The introduction of polyester paint coatings means homeowners can also get a flawless finish on aluminium frames in an almost unlimited number of colour variations.



LEADING THE REVOLUTION

As a specialist aluminium fabricator, we've been at the forefront of the aluminium market for 22 years. Over the past four years, we have seen domestic demand rocket for our aluminium products, resulting in phenomenal growth for the company and our customers.

We manufacture a range of products – including windows, doors, conservatory roofs, curtain walling and shop fronts – using some of the leading aluminium systems companies and supply these for domestic and commercial projects across the UK.

To strengthen our range, and create unique selling opportunities for our customers, we also partner with our suppliers to research design and bring a new product to market every year.

Later this year we will be launching a new high-performance product to the domestic market, which is set to bring significant benefits to our customers.

There are still plenty of opportunities out there for aluminium – such as the new-build market – and we will continue to champion its use and support our customers in taking advantage of these lucrative new markets.

READER ENQUIRY NO: 0816/0072

6,000M2 OF CURTAIN WALLING FOR ELEGANT NEW APARTMENTS SCHEME IN LEAFY LONDON SUBURB

Chiswick Point is an elegant new mixed-use development by Bellway Homes in the London suburb of Chiswick, which features more than 6,000m2 of high performance aluminium curtain walling from Wicona, as well as window systems and a new lifting sliding balcony door.

The 15,000m2 scheme provides a collection of 124 contemporary apartments – 91 for market sale and 33 for affordable housing; and office accommodation to the ground floor. The design by concept architect Flanagan Lawrence and delivered by Boon Brown Architects, optimises the location which is set between a railway embankment to the north of the site and a tranquil nature reserve to the south.

Two graceful buildings ascend from west to east with a series of stepping horizontal plates. The apartments were configured so all living spaces are south facing with a high level of glazing allowing open views of the nature reserve.

The southern elevations have horizontal emphasis with expressed solid and recessed glazed linear bands that alternate up the façade created from Wicona's WICTEC 50 stick curtain walling. Continuous south-facing balconies extend along the length of the buildings to provide generous private amenity space for each apartment. Larger areas of full-height glazing serve the living areas to maximise daylight and enhance the sense of external awareness of the green surroundings.

Wicona's new WICSLIDE 160 lifting sliding door was selected for access to each balcony and were set into the full-height curtain walling. The doors were required to meet the stringent PAS 24:2012 security standards and successfully passed all tests for the project. Main entrance and fire exit doors are WICSTYLE 65 hinged doors.

The northern façades at Chiswick Point have a vertical emphasis and here smaller windows were constructed for the bedroom areas from frameless WICLINE 90 SG top hung, open-out casements for natural ventilation. These systems are set within deeper reveals for greater privacy and security.





Commenting on the choice of Wicona's façade systems for Chiswick Point, Craig Jones, Director, Boon Brown Architects said, "Our aim was to deliver an uncompromising design to make best use of light and space, with excellent build quality and finishes. We had great attention to detail in the choice of materials and selected Wicona to meet our design and cost criteria. We needed high levels of thermal performance, and demanding acoustic requirements as the buildings are located close to a railway line. All the glazing systems also had to be low maintenance and highly durable."

"Both buildings are elegant forms and Wicona's façade solutions have echoed this concept very well. The systems have delivered the slender and neat lines we envisaged, to complement the overall architectural design, and to help the scheme sit well in its locality, including the adjacent nature reserve."

All the façade systems were dual colour – finished in dark grey externally and white internally – and had to reach Secured by Design standards. Both laminated and toughened glazing was used throughout to meet the required acoustic performance and a rating of 49RwdB.

The Chiswick Point development was designed to a BREEAM excellent rating and level 4 Code for Sustainable Homes. The six and nine-storey buildings occupy a former industrial site and were clad in pre-cast concrete panels.



WICSLIDE 160 is Wicona's new aluminium lifting sliding system, which takes balcony door technology to the next level. Engineered to achieve smooth, effortless door operation with contemporary aesthetics, outstanding thermal efficiency, rigorous security standards to PAS 24:2012, the system is a robust patio or balcony door solution. Suitable for residential, leisure and commercial applications, it can accommodate the largest possible leaf sizes and allow specifiers to create larger exterior openings and open up areas of living space to blur the distinction between inside and out.

For more information about Wicona's range of door, window and curtain walling systems for complex and challenging projects, and its bespoke façade solutions, visit www.wicona.co.uk, email info.wiconauk@wicona.com or call 0845 602 8799.

READER ENQUIRY NO: 0816/0073

KEEP CALM & CARRY ON MANUFACTURING

A leading industry figure has reacted to the UK's decision to exit the European Union by calling for calm and return to business as usual.

Jerry Webb, Managing Director of CDW Systems, has come on record stating business leaders should cut through the hysteria and instead inspire action.

He comments: "As someone who's been in business for more than 30 years, and has been running a business for more than 20 years, I'm already fed-up with the post-Brexit political posturing and media frenzy.

"It is uncertainty and lack of willingness to invest that causes a recession. What we need as a country, and as an industry, is strong leadership and a decision to be made asap regarding the future of this country and its role within the EU.

"At the moment, there is a vacuum of leadership at the highest level with political kingpins falling like a pack of cards. If we're not careful, this will filter across to the markets and also seep into our industry."

Jerry goes on to say that in the event of a negative outcome businesses need to retain optimism if we are to keep the economy – and the industry – ticking over.

He comments: "Failing a resolution and return to normality we could start to see every part of our economy negatively affected. However, we need to remember that the UK has a huge domestic market and for companies that don't export it needs to be business as usual.



Jerry Webb, Managing Director of CDW Systems

"And for those braver souls that export beyond our shores, there also needs to be a realisation that Article 50 has yet to be signed and as it stands – for right or wrong – we're still a fully-fledged member of the EU.

"In conclusion, now is not the time for doom-mongering or plain lies. We need to focus all our energy on ensuring that as business leaders we provide the hope and the leadership that will keep the economy moving, employers employing and suppliers supplying"

CDW Systems has been operating for 22 years, manufacturing and supplying a wide range of windows, doors, shops and curtain walling using some of the leading aluminium profile systems on the market today including SAPA, ALUK and Smarts.

Strong growth in the commercial market and increasing demand for aluminium products in the domestic market has seen rapid expansion at CDW over the past four years; staff numbers soar and the creation of a night shift to meet demand.

READER ENQUIRY NO: 0816/0074

CAB MEMBERS BUYER'S GUIDE 2016

The Council for Aluminium in Building's aim is to support the interests of the architectural aluminium industry by encouraging the increasing use of aluminium products in architecture and in the construction industry as a whole. Members of the Council for Aluminium in Building are involved in all stages of construction, extrusion and design of systems, fabrication of products, finishing, production of associated products and final installation on site.

Architectural Metalwork		
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VINCI Technology Centre UK	01525 859000	www.technology-centre.co.uk
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Alumet	01926 811677	www.alumet.co.uk
Aluminium Bending Specialists	01623 721172	www.absltd.co.uk
Amberley Doors & Windows	01453 889362	www.amberleydoorsandwindows.co.uk
APiC UK	0121 541 2121	www.apicuk.ltd.uk
Arkay Windows	01923 803923	www.arkaywindows.com
AWS Turner-Fain	01905 774267	www.awsgroupplc.co.uk
Ayrshire Shopfronts	01563 542991	www.ayrshireshopfronts.co.uk
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Barnshaws Aluminium Bending	0121 521 4297	www.barnshaws.com
CDW Systems	01452 414853	www.cdwsystems.co.uk
Clearway Doors & Windows	01242 513322	www.clearwaydoorsandwindows.co.uk
DML Architectural Systems	0113 256 5661	www.dmlgroup.co.uk
Dortech Architectural Systems	01484 451177	www.dortech.co.uk
Drayton Windows	01603 789389	www.drayton-windows.co.uk
Dutemänn UK	01322 771213	www.dutemann.co.uk
Efaflex UK	01952 582641	www.efaflex.com
Emperor Shopfitters	020 8590 4466	www.emperorshopfitters.co.uk
Euro Signs & Graphics	020 8965 5555	www.euro-signs.co.uk
Everglade Windows	020 8998 8775	www.everglade.co.uk
Granada Secondary Glazing	01909 499850	www.gsecg.com
HansenFacades	0161 284 4109	www.hansenfacades.com
Howells Patent Glazing	01384 820060	www.howellsglazing.co.uk
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Metalline (Services)	01543 456930	www.metalline.co.uk
NorDan Aluminium	01698 376922	www.nordan.co.uk
Norwich Aluminium	01603 327373	www.norwichaluminium.co.uk
Panel Systems	0114 275 2881	www.composite-panel.co.uk
Paul Evans Architectural	07593 074113	www.pe-a.co.uk
Ridgeway Glazing	01452 883817	www.ridgewayglazing.co.uk
The Standard Patent Glazing Company	01924 461213	www.patent-glazing.com
The Window Glass Company (Bristol)	0117 977 9292	www.windowglass.co.uk
Total Aluminium Systems	01823 353395	www.total-aluminium.co.uk
Unique Window Systems	0116 236 4656	www.uniquewindowsystems.co.uk
Vulcan Aluminium	01482 830500	www.vulcancommercialglazing.uk
Warwick Glass & Glazing	01926 497645	www.warwickglass.com

Finishing		
AkzoNobel Powder Coatings	0121 555 1500	www.interpon.co.uk
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Barley Chalu	01953 602771	www.barleychalu.co.uk
Birmingham Powder Coatings	0121 459 4341	www.tomburn.co.uk
Chemetall	01908 649333	www.chemetall.com
Powdertech (Corby)	01536 400890	www.powdertechcorby.co.uk
Superior Paint & Powder Coating	024 7646 4676	www.sppcltd.co.uk
United Anodisers	01895 817700	www.unitedanodisers.com
Valspar Powder Coatings	0151 486 0486	www.synthapulvin.co.uk
Vertik-Al	0121 608 7171	www.vertik-al.com
Glazing Products		
AGC Glass UK	01788 535353	www.yourglass.com
Float Glass Industries	0161 946 8000	www.floatglass.co.uk
Guardian Industries UK	01405 726881	www.guardianglass.co.uk
Pilkington UK	01744 692000	www.pilkington.com
Swisspacer	07795 688061	www.swisspacer.com
Hardware		
Adams Rite Europe	0845 873 4838	www.adamsrite.co.uk
Alpro Architectural Hardware	01202 676262	www.alpro.co.uk
ASSA ABLOY Entrance Systems	01932 765888	www.assaabloyentrance.com
Aumüller UK	0117 9820440	www.ferralux.de
Axim Architectural Hardware	020 8685 9685	www.axim.co.uk
Caldwell Hardware (UK)	024 7643 7900	www.caldwell.co.uk
Carl F Groupco	01733 393330	www.carlfgroupco.co.uk
Centor Europe	0121 701 2500	www.centor.com
CiiLOCK Engineering	01455 633346	www.ciilock.com
DORMA UK	01462 477600	www.dorma-uk.co.uk
Dyer Environmental Controls	0161 491 4840	www.dyerenvironmental.co.uk
GEZE UK	01543 443000	www.geze.co.uk
High Performance Door Solutions	01922 651367	www.hpdoors.co.uk
L J Pratley & Partners	01277 633933	www.ljpratley.co.uk
Roto Roof Windows and Hardware	01788 558600	www.roto-frank.co.uk
Savio	07725 403600	www.savio.it
SE Controls	01543 443060	www.secontrols.com
Securistyle	01242 221200	www.securistyle.co.uk
SFS intec	0113 208 5500	www.sfsintec.biz
Siegenia-Aubi	024 7662 2000	www.siegenia.com
STAC	+34 981 817036	www.stac.es
Titon Hardware	01206 713800	www.titon.co.uk
WindowMaster Control Systems	01536 510990	www.windowmaster.co.uk
Winkhaus (UK)	01536 316000	www.winkhaus.co.uk

Machinery Suppliers		
Elumatec UK	01908 580800	www.elumatec.com
Emmegi (UK)	024 7667 6192	www.emmegi.com
Repair and Maintenance		
Commercial Windows & Doors	020 8885 8585	www.comwin.co.uk
Roofing Components		
Dales Fabrications	0115 930 1521	www.dales-eaves.co.uk
Guttercrest	01691 663300	www.guttercrest.co.uk
Shading Devices		
AW Louvers & Ventilation	01684 274608	www.awlouvers.co.uk
Renson Fabrications	01622 754123	www.renson.be
Software Design & Supply		
BM Aluminium	01684 851230	www.bmaluminium.co.uk
Soft Tech	0121 468 0140	www.stgroup.com
Systems Design & Supply		
AluK (GB)	01633 810440	www.aluk.co.uk
Aluprof UK	0161 941 4005	www.aluprof.co.uk
Architectural & Metal Systems	+353 21 4705100	www.ams.ie
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CAB is the essential trade body for the Aluminium in Building sector. For further information on membership benefits including the extensive range of free seminars on contractual awareness, H & S and specialist technical and marketing topics, please contact Julie Harley on 01453 828851 or email julie.harley@c-a-b.org.uk.

NEW ALUFOLDDIRECT FACTORY DELIVERS CERTAINTY TO ALUMINIUM INSTALLERS

The new AluFoldDirect aluminium door and window factory is now open. The move doubles the amount of fabrication space, bringing extra capacity to this fast growing sector of the industry. AluFoldDirect's manufacturing model of precise measurements and fast turnaround is behind its massive success.

The new 35,000 sq. ft. facility is set to help customers with their needs across residential and commercial installations. The AluFoldDirect range now includes sliding doors, windows and Secured by Design commercial doors in addition to aluminium bi-folding doors.

"The factory has been set out to give customers exactly what they want – quality manufacturing, plenty of colour options, and fast delivery to suit installation timelines of 1 week unglazed or 2 weeks for glazed," explains Craig Miller, Managing Director of AluFoldDirect.

"Customers are busy so need to know their aluminium bi-fold doors, commercial doors or windows will arrive on time and fit perfectly. We're here to deliver certainty. Everything will be right first time and they can get the job finished."

AluFoldDirect's new factory also means more office space for its expanding team offering customers expert support with estimating, surveying, fitting and CAD design. "From the moment a customer first calls us until we arrive on site with their products, we're here with practical advice and technical support," adds Craig.

"There's also more on the way from AluFoldDirect. As well as new aluminium glazing products, we're creating a space where architects, builders, installers and homeowners can see the possibilities of aluminium for their building project."



READER ENQUIRY NO: 0816/0075

PIONEER RESPONDS TO INCREASE IN DEMAND FOR ALUMINIUM PRODUCTS

Responding to a surge in demand for its premium aluminium bi-fold door and window offering, leading retail, trade and commercial fabricator, Pioneer Trading, has announced the recent installation of a new Elumatec SBZ122/53 machining centre.

The new 3.8m routing station, which replaces an older Elumatec machine, completes an impressive line-up of equipment at the Essex based manufacturer. Featuring a 3-axis controller and the option of 5-sided profile machining for optimum efficiency, the decision to upgrade was made in order to not only satisfy an increase in orders for its aluminium products, but to ensure that the company was ideally placed to ensure consistent and reliable production going forward.

The Elumatec SBZ122/53 includes a rotating mechanism integrated into the spindle, allowing adjustment of the rotating angle head to 0∞/90∞/180∞ and 270∞ and for profile to be machined from the front, back and on the end with two different tools. Capable of five-sided machining on profiles



up to 7.05m in length, it also features a power torque spindle and automatic clamp positioning designed to save time when profile lengths need to be changed frequently. In addition to the new routing station, Pioneer also invested in the latest eluCad software, which as well as being extremely user friendly, allows the machine to be programmed remotely from the office.

Supplying customers throughout the South East and London from its Chelmsford headquarters, Pioneer prides itself on a quality control system that is 'second to none', so the addition of the Elumatec router represents another step towards ensuring it can deliver on time and on budget.

Pioneer's Group Operations Director, Mike Whitlam, commented: "While we welcomed the step up in orders for our aluminium offering, we needed the infrastructure in place to ensure that we could continue to offer our customers the level of service they're used to, which is why we invested in the SBZ122/53 from Elumatec. It's given us a greater degree of flexibility and more control over our production, while also allowing us an increase in output of between 50-75%. It can also be used with a bar code scanner, for additional quality control during manufacturing."

Pioneer Trading offers a comprehensive range of aluminium and PVC-U windows, doors and conservatories, including its unique Signature range of windows, which are heralded as the most energy efficient on the market.

READER ENQUIRY NO: 0816/0076

VILLAGE GLASS AGREES DEAL FOR NEW FOREL VERTICAL CUTTING LINE

Village Glass have ordered a state-of-the-art Forel Vertical Laminated Glass Cutting Line from Promac.

The Forel Vertical Cutting Line delivers a step change in factory layout design by processing cut to size laminate glass in the vertical axis reducing footprint whilst increasing output.

The latest version of this incredibly innovative approach to glass cutting has been specified with automatic stock selection and loadin and is scheduled for delivery early next year.

Steve Larvin, Managing Director, Village Glass, said that the company had selected the Forel line because of the productivity, efficiency and accuracy it delivered.

He said: "We looked at a number of options but the Forel line was at least twice as fast as anything else out there, it had a reduced footprint in the factory and delivered a number of operational efficiencies.

"It was the best fit for our business, increasing our laminate capacity but also releasing capacity across our other glass cutting tables."

The highly patented Forel cutting line is capable of processing sheets of up to 6000mm x 3300mm with cut to size accuracy within 0.2mm. Glass sheet squaring is guaranteed by the revolutionary cutting bridges that rotate into the true 0^0 - 90^0 position.

After the first x cut has been processed through the first bridge, the glass sheet is rotated by 90∞ to allow the second bridge to process the y cut. The line can also process z and w cuts all automatically via the lines onboard optimizer controlled and operated by just a single person.

Joe Hague, Managing Director, Promac Group, said: "This line is widely regarded across the world as the most innovative and efficient glass handling and cutting solution for laminated glass.

"Growth across the commercial sector is driving the specification for laminated glass, work that is defined by unit size and larger

"Growth across the commercial sector is driving the specification for laminated glass, work that is defined by unit size and larger applications. Greater volumes ultimately require extra capacity and the laminate glass cutting line provides all of the key ingredients that justify investment."



applications. Greater volumes ultimately require extra capacity and the laminate glass cutting line provides all of the key ingredients that justify investment."

Employing more than 300 people across two state-of-the-art sites, Village Glass processes more than 17,000m2 of glass each week. This includes dedicated residential and commercial IGU manufacturing capabilities.

Its purchase of a Forel Vertical Laminated Glass Cutting Line comes as part of a wider £4.5m investment in its commercial IGU manufacturing capability.

The Promac Group supplies the UK's most extensive range of PVC-U, aluminium and glass processing machinery. In addition to Forel, it represents amongst others FOM Industries, BDM, Graf Synergy and Urban.

For more information log on at www.promac.co.uk email sales@promac.co.uk or call 01788 577 577.

READER ENQUIRY NO: 0816/0077

0816/0078

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Integrated Saw System - DIGI - BS

The DIGI - BS is an integrated variable angle saw complete with measuring length stop.

The saw has a 250mm diameter blade, the positioning of the saw blade is controlled by a numeric system allowing cut angles from 20° to 160°.

The clamping of the bead utilises a unique design allowing up to 8 different bead sections to be cut WITHOUT THE NEED TO FIT OR CHANGE BEAD CONTOUR BLOCKS.

The design of the machine allows you make the arrow cut (typical of PVC glazing beads in one sequence).

The cutting zone is fully protected by a fully enclosed hood interlocked with a safety switch that prevents opening the cover whilst the saw is in operation.

The machine is optimised to allow a short cut stroke of the blade producing extremely fast cycle times.

The drive system allows for optimal positioning, speed and high precision.

INTEGRATION

- Unique interface system which controls both the saw and the length stop from one Windows pc terminal.
- Easy to operate one single screen controls both units.
- No need for interconnection between the two units as the DIGI-BS is a fully integrated system.



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MADE FOR TRADE PARTNERSHIP WITH EMMEGI REINFORCED BY NEW CNC MACHINE



Growing bi-folding door and conservatory roof supplier Made For Trade have seen their relationship with machinery specialist Emmegi strengthened after the purchase of a two new CNC saws to manufacture their upcoming Korniche lantern roof.





Made For Trade, who operate over several factories in Teesside, now own four CNC machines by the brand, with Emmegi's Sales Manager Martin Linnell describing the close partnership between the two firms as 'genuine'.

He said: "Over the past four years, Made for Trade have shown real loyalty to Emmegi and we have repaid that by delivering exemplary service all the way along."

Martin added: "Since we first started talking to Bradley Gaunt (Made For Trade's Managing Director) and his team about what he wanted for his business, we've supplied a whole raft of machines to match their ambitious expansion plans and have supported them all the way with quality products, reliable service and expert advice when required."

Prior to the arrival of the CNC machines, Made For Trade had been operating older profile saws, which restricted production when the business saw increased demand and expansion. Emmegi advised on the purchase of a Classic Twin electronic double mitre saw in 2013 which boasted of electronic angle positioning to allow for greater accuracy.

Impressed with the service provided, Made For Trade ordered a second Phantomatic T3A and beadsaw in 2015 and two more saws were added this year to help meet demand, including a specifically tooled X4 four axis machine for the manufacture of the company's new aluminium lantern roof.

Made For Trade's Bradley Gaunt said: "When we decided new machinery was required during the expansion of the business, we felt that Emmegi were absolutely the right company to go to. They were able to deliver quality equipment that could cope with the high demands of our factories."

With the launch of their innovative aluminium lantern roof just around the corner, Made For Trade hope that the high tech machinery will not only help to accommodate an increase in sales on their existing range, but also allow for accurate and fast production of their new product.



"With our loyal customer database increasing on a weekly basis and production on our Korniche lantern roof due to start soon, the CNC saws will allow us to increase productivity and become even more accurate and efficient."

Bradley explained: "With our loyal customer database increasing on a weekly basis and production on our Korniche lantern roof due to start soon, the CNC saws will allow us to increase productivity and become even more accurate and efficient."

About the Korniche lantern, Bradley added: "From the word go, the experience of taking delivery of the Korniche will be all about quality, style and ease of fitting for the installer. We can't wait to start manufacturing and to show our customers the result of neatly two years of hard work in design and development to create a truly unique product."

For more information on Made For Trade's aluminium bi-folding doors, conservatory roofs, or the new Korniche lantern, visit www.madefortrade.co or call 01642 610799.

Details about Emmergi and their CNC machines are available via www.emmegi.com.

MADE FOR trade

READER ENQUIRY NO: 0816/0079

Promac Shop on-line



Do you need a replacement part in a hurry? For the first time you can now order your parts, spares and consumables on-line at www.promacshop.co.uk. You don't have to wait until the next day, you can now order 24-7, and be assured of a first class service from a name you can trust.

Productive and profitable manufacturing relies on machinery that is running. Promac go the extra mile to make sure customers receive genuine approved replacement parts - all backed by manufacturer guarantee - quickly and efficiently to ensure downtime is kept to a minimum. Promac is focused on giving customers what they need.

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0816/0081

Ground Breaking Industry First!



5 Star Warranty

Liniar APPROVED

Liniar TROJAN fullex KENRICK Total Hardware

Warranty Registration

Your new windows and doors have been manufactured by a "Liniar approved fabricator" you are therefore eligible for the following extended warranties.

TO BE COMPLETED BY THE INSTALLER

Installation Company:

Date of Purchase:

Receipt / Invoice Number:

Manufacturers Order Number Confirmation: (found on the label on the frame)

This forms the traceability of your warranty, not completing this section will fail to validate your warranty.

Note to homeowner: the following products must be registered online within 30 days from date of invoice to validate your extended warranty.

☐ Number of Casement Windows ☐ Number of PVC Doors ☐ Number of Composite Doors

TROJAN **25 years anti-corrosion warranty on stainless steel door handles and letter plates. 10 years mechanical warranty on all other items listed**

- ☐ Stainless steel door handle
- ☐ Stainless steel letter plate
- ☐ Flag hinges
- ☐ Casement handles

www.trojan-hardware.com/registration

fullex **10 years mechanical warranty**

- ☐ Door lock

www.fullex-locks.com/registration

Liniar **10 years profile warranty**

With your windows and doors

www.liniar.co.uk/homeowners

KENRICK **10 years mechanical warranty**

- ☐ Shootbolts
- ☐ Door cylinders

www.kenricks.co.uk

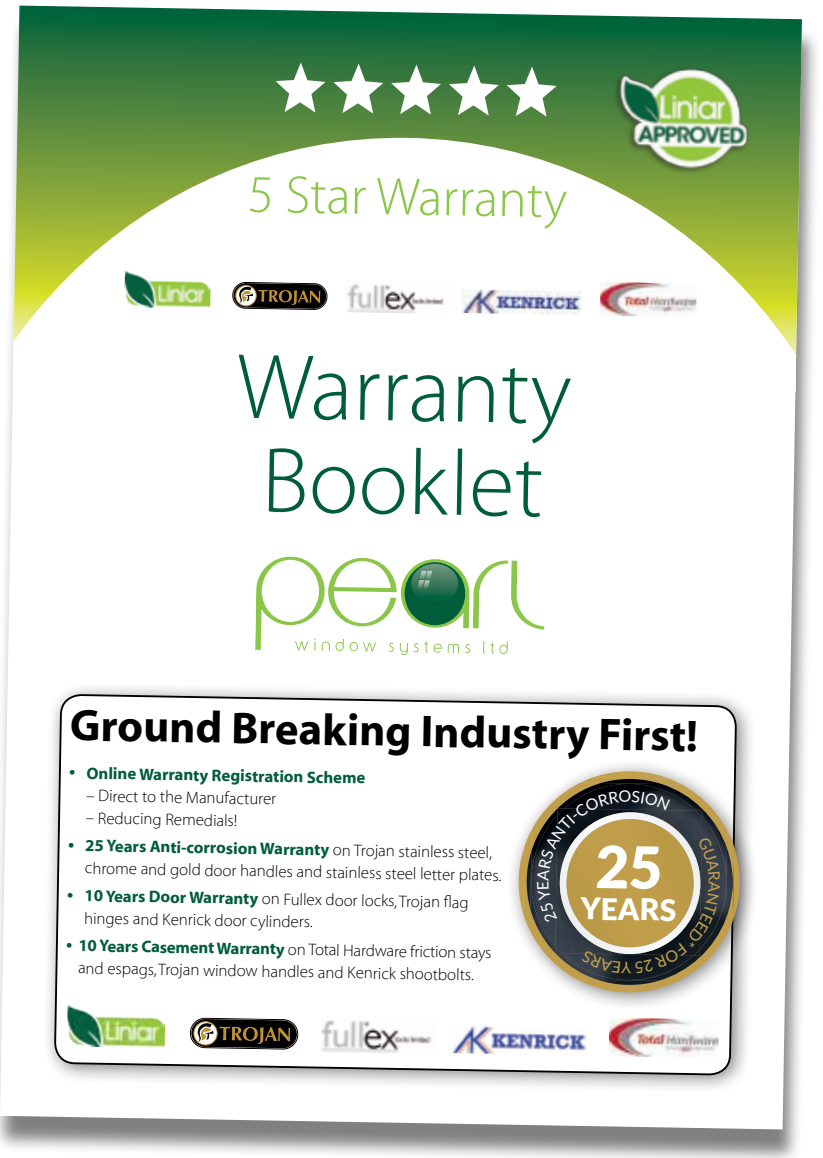
Total Hardware **10 years mechanical warranty**

- ☐ Friction stays
- ☐ Espag rods

www.totalhardwareltd.co.uk/registration

This in no way affects the standard warranty offered at the point of sale by the window manufacturer, however this does allow the homeowner the comfort of a long term back up direct from a select group of international hardware manufacturers. (All manufacturers standard warranty, terms and conditions together with adhering to the maintenance guidelines apply at all times, please see your operation and maintenance guide for more information).

02/2016/0001



5 Star Warranty

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Warranty Booklet

pearl window systems ltd

Ground Breaking Industry First!

- **Online Warranty Registration Scheme**
  - Direct to the Manufacturer
  - Reducing Remedials!
- **25 Years Anti-corrosion Warranty** on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- **10 Years Door Warranty** on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 Years Casement Warranty** on Total Hardware friction stays and espags, Trojan window handles and Kenrick shootbolts.

25 YEARS ANTI-CORROSION 25 YEARS GUARANTEED FOR 25 YEARS

Liniar TROJAN fullex KENRICK Total Hardware

Here's how the process works...

ONLINE WARRANTY REGISTRATION

As a ground-breaking industry first, Pearl Window Systems are pleased to announce the launch of an online warranty registration scheme direct to the manufacturers, for the following products:

- **25 years** anti-corrosion warranty on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- **10 years** door warranty on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 years** casement warranty on Total Hardware friction stays and espags, Trojan window handles and Kenrick shootbolts.

INSTALLATION COMPLETION

On completion of the installation you will have the option (subject to terms & conditions of sale) to give the home owner a completed warranty card. For the extended warranty to be registered this card must be completed in full by you the installation company. The unique "manufacturers order number" is the traceability for the future extended warranty. The home owner can validate the warranty online within 30 days of the purchase following the links at the bottom of the warranty card.

Once completed online this triggers the extended warranty with that specific supplier as you would see with any white goods or TV purchase.

This in no way affects the standard warranty offered at the point of sale by the windows manufacturer, however this does allow the homeowner the comfort of a long term back up direct from a select group of international hardware manufacturers. (All standard warranty, terms and conditions together with following the maintenance guidelines apply. Following the initial 12 months the extended warranty covers parts only).

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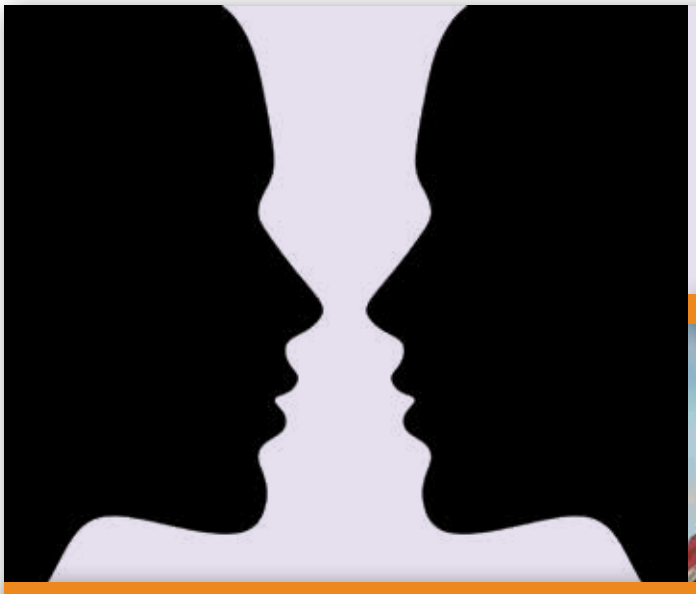

FACE TO FACE



THIS MONTH: Rosie Micheli, Sales Administrator, Euroglaze

The life and soul of any party, business studies graduate Rosie is charming Euroglaze trade customers with her friendly approach and outgoing personality. Just starting out in her career in windows and doors, she's a great advocate of the Barnsley based REHAU fabricator's Quality Circles approach which means everyone's contribution really makes a difference.

IT'S ALL ABOUT YOU

Where were you born, and which part of the country do you currently live?

I was born in Sheffield but have lived in Barnsley for most of my life. In fact, I've just bought my first house just round the corner from my parents – in Barnsley!

Your education and the subject or activity in which you excelled…

I've always wanted a career in business so I started out with a Young Apprenticeship in Business Administration while I was at school, then moved onto a BTEC and National Diploma before I got my degree in Business Studies from Sheffield Hallam University.

Your favourite sports or interests…

You can safely rule out sports, but I'm a real life and soul of the party type person so my interests revolve around friends, family, socialising and above all food. I love eating out and my New Year's Resolution was to become a better cook, and I think I'm gradually getting there.

Your biggest regret in life…

I'm only 24 so I don't think I've had chance to regret very much yet. Even so, I tend to think that everything that happens in life happens for a reason and, if you're a positive person, then you can always make the best of things.



Rosie pictured with her parents.



Rosie pictured with the team at Euroglaze.

Someone or something that inspires you…

Without doubt, it's my parents. They are hardworking and supportive and have been really good role models for me as I start out in my career. My Dad is a clinical auditor in the healthcare sector and my Mum has had all kinds of jobs from retail management to catering. Above all, they've instilled in me the idea that, whatever job you're doing, you should do it with 100% commitment and pride.

The temptation you can't resist…

I would probably say food because I eat out far too much, but most people who know me would probably say I can never resist getting up on the dance floor. I'm famous for my 'dance off' challenges!

YOUR CAREER

When and how you joined this industry…

I had lots of temporary jobs when I was at uni and when I first graduated I worked in a data entry role before I joined Euroglaze in 2014. I didn't know anything about doors and windows when I joined, but I love it here now and I like the way we do things with just a little bit more care and personality.



Party night for Rosie with the Euroglaze team.

The job you do in 25 words…

It's essentially order processing but it's actually about building relationships with customers, helping them with their orders and making sure they feel valued by Euroglaze.

Your greatest achievement…

Definitely it was getting my degree. Everyone who thinks university is easy these days should give it a try. It was a huge amount of work, combined with a year-long placement in industry. It was worth it though and so much of what I learned is helping me at Euroglaze now.

The mistake you'd like to correct…

I don't think I've had chance to make many big mistakes yet. In true Euroglaze style, I take the view that if something does go wrong, you should analyse the reasons why, learn from it and make sure it doesn't happen again.

The talent you would like to enhance…

I sing all the time in the office and I'm sure everyone here would say that's definitely a talent I need to enhance! Workwise, I love passing on knowledge to others – whether that's to my workmates or to customers and that's definitely something I'd like to do more of as I progress in my career.

AND YOUR FUTURE

What you would like to do if you weren't in this industry…

I'm outgoing, I love to talk and I make my workmates and customers laugh so I think I'd make a good stand-up comedian, or maybe, if I could tone down the humour a bit, a barrister.

A particular ambition…

I'm determined to become a manager here one day. I love the fact that the culture at Euroglaze means that everyone has equal opportunities to progress and that our Quality Circles mean everyone's contribution really matters.

The way you want to be remembered…

Overall, I'd like people to say that Rosie was someone who could always be relied on to cheer you up.

If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

PROMAC GEARS-UP FOR GLASSTEC 2016

Promac Group has said it expects September's Glasstec to be one of the most important for new industry innovation.

With cutting-edge technologies on show from Forel, Goldglass, Macotec, Mappi and SoftSolution among Promac's glass processing supply partners attending this year's event, its Managing Director, Joe Hague, said he expected Glasstec 2016 to drive forward significant efficiencies in glass processing and IGU technologies.

Joe explained: "We have seen some really great innovations come onto the market in the last couple of years, which have already gone a long way to redefining the glass processing sector, offering new and expanded capabilities alongside significant efficiencies.

"As with any expo, it's about looking to the future and seeing what's coming not just around the corner but in five and 10 years' time – those medium term opportunities which will generate sustained business growth."

Held from the 20th to 23rd of September, Düsseldorf flagship products on show at this year's global expo from Promac's supply partners include Forel's high-speed insulating glass production line. Capable of producing a residential IGU every 20 seconds, features include coating removal (edge deletion), flexible spacer application, grid insertion/ application, argon gas filling, and secondary hot-melt sealing.

Also being showcased by Forel on Stands A21 and A41, Hall 16, will be its Vertical

"We have seen some really great innovations come onto the market in the last couple of years."

"Held from the 20th to 23rd of September, Düsseldorf flagship products on show at this year's global expo from Promac's supply partners include Forel's high-speed insulating glass production line"

Laminated Glass Cutting Line, which delivers a step change in factory layout design by processing cut to size laminate glass in the vertical axis reducing footprint whilst increasing output.

Mappi, another leading flat glass machinery manufacturer from the Promac 'stable' will profile its latest ATS EcoConvection Series glass tempering technology in Hall 16, Stand C39.

Float glass cutting line manufacturer Macotec, will be in Hall 16, Stand B17. Innovations on show include its new Master Shape 3.7FR automatic glass cutting table, the Strato Active automatic laminated glass cutting table, plus its automatic cutting lines.

Glass spraying technology specialist Goldglass will be showcasing its range of specialist products on Stand H73 in Hall 11. This includes the highly efficient and easy to use MRC 2350 CL, which uses automatic shape detection to deliver high quality paint finishes to glass. Suitable for use with organic and ceramic paints, it can also be used to paint composite doors.

Flat glass inspection systems leader SoftSolution will also showcase its range of vertical and horizontal line scanners in Hall 14, Stand F46.

For more information log on at www.promac.co.uk email sales@promac.co.uk or call 01788 577 577.



READER ENQUIRY NO: 0816/0082

0816/0083

glasstec

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20–23 September 2016

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Messe Düsseldorf

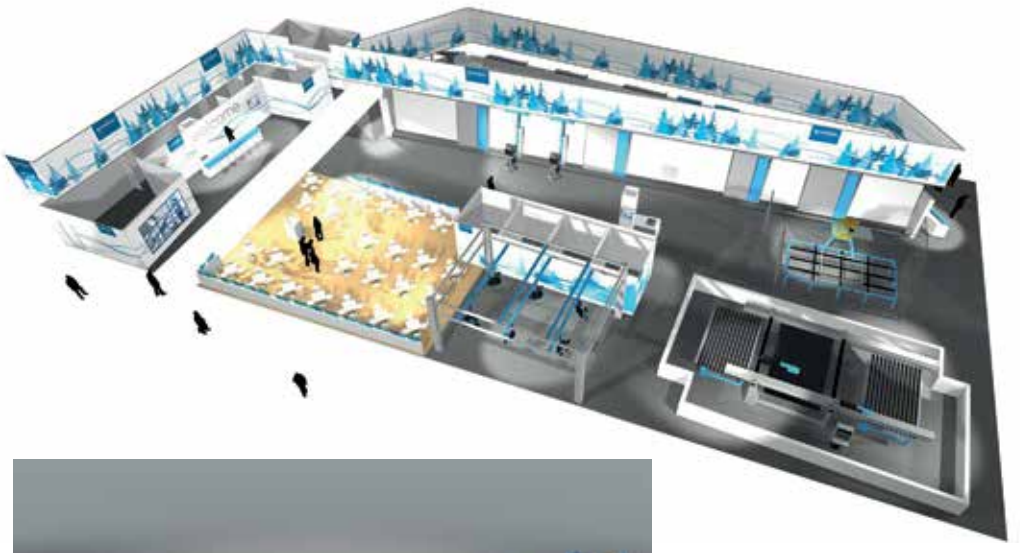
IT IS THE SECOND ROUND OF THE BYSTRONIC GLASS ANNIVERSARY

EQUIPPED FOR THE FUTURE THANKS TO 50 YEARS OF EXPERIENCE

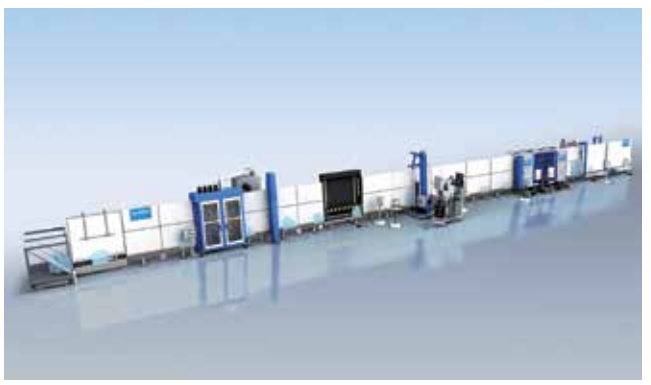
When the glasstec trade fair opens its doors in Düsseldorf on 20-23 September 2016, Bystronic glass will present more than 50 years of experience, innovations and trends in insulating glass manufacturing as well as automotive glass pre-processing at Stand A38/E38 in Hall 14 true to the motto "Mission next 50 years".

Two years after celebrating this anniversary milestone with the Swiss Bystronic glass subsidiary in Bützberg, it is now the turn of the subsidiary in Neuhausen-Hamberg (Baden-Württemberg, Germany): Here, machines and plants for the manufacturing of insulating glass have been developed, manufactured and shipped across the world since 1966. This landmark achievement is being celebrated during a daily Happy Hour on the trade fair stand, which will be held between 5.00 p.m. and 6.00 p.m. where regional specialities will be served.

Bystronic glass will present innovative glass processing solutions for the architectural and automotive glass industries in over 1,200 square metres of exhibition space. A number of moderated, live machinery presentations will take place every day to provide the visitors with an in-depth view of the fascinating technologies. Cooperation partner Hegla will again be on the neighbouring stand, enabling the customers to easily enter into discussions with experts from both of the companies.











INSULATING GLASS MANUFACTURING – THE CUSTOMERS' CHOICE

Not one, but two insulating glass lines will be in action on the Bystronic glass stand this year. The B'VARIO TPS and the B'COMFORT will be working back to back:

Within the stand interior, the B'VARIO TPS will demonstrate the flexibility and possibilities of insulating glass manufacturing. The line that can be configured according to specifications will prove its unique diversity, offering a customised production solution for all types of orders. The use of the thermoplastic spacer TPS® further establishes how the production mix can be manufactured on a single line – without the need for external frame production or separating orders into standard and specialized batches. The insulating glass line is complemented by the newly developed finisher, which is an optional machine that makes the patented bevel joint invisible. In the tried and tested standard version, the bevel joint does not require any thermal-mechanical reworking – it is gastight. The use of the finisher allows customers the option of smoothing the TPS® bevel joint if desired, resulting in an aesthetically improved product. After processing, the thermoplastic spacer retains its form and density. The processing of shapes using the finisher is also possible. The newly developed machine can be easily integrated in existing insulating glass production lines without requiring additional space.

The B'COMFORT on the edge of the stand is a start-up solution for use in automated insulating glass manufacturing processes. In addition to proven Bystronic glass quality and reliability, it is impressive due to low investment costs, a compact unit layout, individual expansion possibilities and high productivity capabilities. At the trade fair stand it will be presented together with the optional eco'sealer sealing robot. This is the economical solution for the automated insulated glass sealing, and is available in a number of options with numerous expansion possibilities.

GLASS HANDLING –CUSTOMERS REMAIN FLEXIBLE

In addition to the insulating glass lines, customers can also try out a selection of rational handling equipment for all flat glass processing fields. The sales hit Easy-Lift will also be exhibited. This handling device has been impressing glass processing industry customers with its rigid guidance and low dead weight since 1998. Recently, the Easy-Lift WINDOW has been well received in the window construction sector due to its flexibility in relation to frame design, and the special requirements needed for this market.

AUTOMOTIVE GLASS PRE-PROCESSING – NOVELTIES FOR THE CUSTOMERS

For many years Bystronic glass has been exceedingly successful with the champ'speed machine which is used for the pre-processing of automotive glass. Almost every second motor vehicle has been fitted with automotive glass that has been processed using a Bystronic glass unit. The champ'speed 2in1 version can break the automotive glass on one machine, with or without a template, and consequently has established itself within the sector. Bystronic glass will present further innovations and numerous developments at its trade fair stand: the linear drive has been improved even further, making it faster and smoother running yet more gentle in the process, making it suitable for processing thin glass <0.7 mm. This advanced piece of technology impresses, providing easier methods to lay and remove shapes, improved repeat accuracy and reduced operating costs thanks to a reduced number of parts that wear. Furthermore, it is now possible to retrofit the 2in1 version of the champ'speed into existing plants.

BYSTRONIC GLASS 4.0 –CUSTOMERS LOOK TO THE FUTURE

In the future everything will come closer together: machines, data, processes and applications. Bystronic glass connects all of these modules within the process chain by means of integrated data management – therefore providing customers with considerable competitive advantages. All of the measures, services, products and business models are aimed at securing quality in the final products, increasing the availability of the plants, and shortening process times, which ultimately result in reduced costs and increased revenues. At a separate stand area directly opposite the information counter at glasstec, customers can experience how this called "Bystronic glass 4.0" works. They can also look to the future in the Innovation Center. This is where Bystronic glass will be presenting innovations and new developments in the architectural and automotive glass industries.

www.bystronic-glass.com

GLASSTEC 2016, MESSE DÜSSELDORF, HALL 14 STAND A38/E38

READER ENQUIRY NO: 0816/0084

BOHLE SETS OUT ITS STALL AT GLOBAL EXPO

Bohle will showcase the very latest innovation in glass processing tools, consumables and machinery technology at global expo glasstec, 20th to 23rd September, Düsseldorf.

Attending the show for the 40th year, Bohle's 9,000m2 stand will feature a diverse range of machinery, fittings, UV bonding, surface protection, consumables, machine tools, vacuum technology and glass processing tools.

This will include some of the latest innovations added to Bohle's growing hardware range including the new Frametec office partitioning system developed to support glass processors in accessing the growing commercial market.



The flexible solution is ideally suited to new build or retrofit markets, and is configurable as partial or full partitioning applications, also delivering a high level of sound-proofing when uses as a floor-to-ceiling system.

Bohle will also be showcasing its new Madrid shower door hinge. Featuring a contemporary square design the one side opening brass door is suitable for 8 and 10 mm glass; new high output UV-tube lamps; the latest incarnations of its proven Versalux and Masterbelt belt grinding machines; plus new CNC milling cutter machine tools.

Dave Broxton, Managing Director, Bohle, said: "Glasstec is really something else. The innovation that's on show on our stand and those of other exhibitors really is something to behold and I'd encourage anyone from the UK to attend.



The highlights will be the new fully pre-assembled Frametec Select and Premium frame systems. The Premium version has also undergone sound insulation and smoke protection testing.

"It's also an opportunity to get a preview of new products inovations, which for Bohle includes amongst others the Frametec glass partitioning system which, geared fully to the commercial market offers a real opportunity for glass processors to add a high value and added-value system to their ranges."

As part of this year's exhibition Bohle is also sponsoring the 'Craft Live' exhibit, which includes product demonstrations as well as giving visitors the opportunity to try their hand at a wealth of activities.

Bohle's stand is in Hall 9 of Messe Düsseldorf trade fair and exhibition centre, 20th to 23rd September.

For more visit the Bohle website www.bohle-group.com email info@bohle.ltd.uk or call the customer services team free on 0800 616151 for more information.

READER ENQUIRY NO: 0816/0085



WARM EDGE WINDOW COMPONENTS ENGINEERED FOR SAVINGS

SAVE energy with the lowest conductivity spacers – **0.14 W/mK**

SAVE energy with lowest Psi values

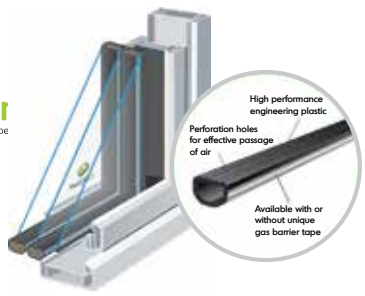
SAVE energy with reduced overall window U-values

SAVE costs on the best futureproof window components

Our spacers are the result of over **35 years** of dedication to insulated glass.

We understand the conditions within a glazing unit and how each component performs within the lifetime of the unit. This helps us to ensure that the components we manufacture and supply are second-to-none.

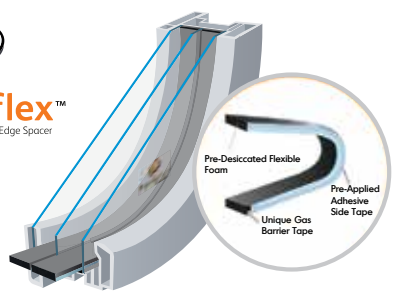
Thermobar Warm Edge Spacer Tube



Thermal Conductivity: 0.14 W/mK	Plastic window frame	Wood window frame
Double Glazing	0.032	0.031
Triple Glazing	0.030	0.029

Above Psi values based on BF Data Sheet Nr.27 www.bundesverband-flachglas.de. Lower Psi values achievable with Hot Melt

Thermoflex™ Warm Edge Spacer



Thermal Conductivity: 0.135 W/mK	Plastic window frame	Wood window frame
Double Glazing	0.030	0.029
Triple Glazing	0.029	0.027

Above Psi values based on BF Data Sheet Nr.29 www.bundesverband-flachglas.de

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PATIOMASTER MEMBER SUPPLIES DOORS FOR IMPRESSIVE LLANDUDNO HOUSE RE-MODEL

A North-Wales based Architect called in the services of PatioMaster North West recently, when re-modelling his home.

The project, a modern garden room extension with an atrium roof light, was at the home of Matthew Jones, who owns his own Architects Practice. PatioMaster North West, one of PatioMaster's nine dealers across the UK and Ireland, fabricated the 4 pane patio doors in slate grey on white sliding doors, while local installer company, A55 Plastics, completed the installation and as homeowner Matthew explains, the results are stunning: "We are really pleased with the finished results, the doors met all our expectations in terms of fit, finish and quality and the project was completed on time and within budget; one of the reasons we choose PatioMaster North West in the first place."

PatioMaster North West fits doors into any home and style of building; another reason why Matthew choose the company: "Our main aim with the re-model was to let as much light in to the room as possible, and give us optimal views out to the garden with the maximum opening for nice days. We went for 2.4m high floor to window doors to achieve a maximum view of the sky, and the grey exterior gives the look of aluminium and the white inside lends a clean, minimal look and complements the property perfectly."



Installers A55 Plastics have been installing new plastics, windows and conservatories to customers across North Wales for 20 years. Mark Leach explains: "The installation took about half a day, and we were recommended to the homeowner via a mutual friend who we had also done some installation work for."

PatioMaster offers a comprehensive support package to its fabricators, and by working through a small network of local craftsmen, also offers a dedicated and local service for homeowners.

To find out more, visit www.patiomaster.co.uk.

READER ENQUIRY NO: 0816/0087

NEW 92 PAGE COMPOSITE BROCHURE *FROM ENDURANCE*



Endurance® Doors has launched a stylish new 92 page composite door brochure, that showcases 43 different door styles including the new Pentland and Cader Idris, along with key features of their solid and secure composite door range, which boasts RocFoam technology.

There are three distinct ranges detailed in the brochure - the Classic Collection, Country Collection and Urban Collection, including a number of new door designs that have been launched over the course of the last 12 months. In addition, French and stable doors are featured, along with FD30S rated fire doors and also a wide range of matching side panels.

The Key selling points of a solid and secure composite door, are listed within the DNA of a door and highlight the unique RocFoam technology that's bonded to the bottom of the solid timber door, to prevent water ingress. Colours also form an important part of this selling proposition with 16 foiled finishes for the door slab and 14 matching foiled door frame colours and woodgrains.

Security and the exclusive £1,000 guarantee with the Avocet ATK 3-star diamond cylinder, satisfies consumer demand for the ultimate in composite door security, along with the Secured by Design product specification. At the very end of the brochure all the glass options are cleverly shown in a table boasting 36 different glass options, including the latest Virtue option, making it easier for both installer and consumer to chose the exact door specification.

Steven Nadin, managing director of Endurance® Doors, commented: 'This new brochure has been eagerly anticipated from our customers and sits alongside the new online Door Designer which has also received a comprehensive update, as we look to add more functionality. We're arguably the fastest growing composite door company in the UK with product innovation, inventive marketing and a real desire for exemplary customer service underpinning everything we do.'

For a free copy of the new brochure or further information on the Endurance® Solid and Secure composite door range for complete door sets or for slab only manufacturing, please visit www.endurancedoors.co.uk, e-mail sales@endurancedoors.co.uk or call the sales office on 01652 462042.

READER ENQUIRY NO: 0816/0089

FLYING START FOR SOLIDOR THIS YEAR

Solidor, the premium timber-core composite door manufacturer, continues its rapid growth in 2016. Sales are growing at an impressive rate as homeowners and the industry choose Solidor's beautifully secure composite doors.

Solidor sales grew 25% year on year in February, March and April this year, and 34% in May. This impressive growth is projected to continue for the coming months.

Solidor CEO Gareth Mobley says: "We've had a flying start to this year. We added Ultion to every Solidor as standard in January, and when combined with our solid laminated-hardwood timber core, we make the most secure composite door you can buy."

According to a national survey of homeowners commissioned by Brisant Secure, the makers of Ultion, 85% say security is the most important factor when they're buying a new door.



Solidor is the most secure composite door you can buy.

"Homeowners want security, so it's really easy to sell a Solidor," says Gareth. "We're telling more homeowners about our beautiful, secure doors with a sustained retail campaign that drives homeowners to our new website where they can use our powerful new Door Designer and then get in touch with our Installer Network. The number of leads we're generating is growing at an astonishing rate. We now get 45,000 visitors to the website every month and we can tell by our customers' increased sales that more leads are being converted faster and successfully."

"I'm excited to see the growth continue as our customers continue to benefit from our extensive investment in a class-leading service. It's been a great start to the year, and a real testament to our customers and the whole team."

To find out more about the most secure composite door visit www.solidor.co.uk, call 01782 950 941, or follow @ SolidorLtd on Twitter.

READER ENQUIRY NO: 0816/0088

PREMILINE PRO – PAS24 AND A £1,000 GUARANTEE

Kömmerling's PremiLine Pro has taken the patio door market by storm. It carries PAS 24, Secured by Design and meets the requirements of Lifetime Homes without the need for unsightly plunge bolts. It's also now backed by a 10 year security guarantee scheme from Fullex.

Historically PVCu patio doors have been weak at the interlock and have been a real security issue and so the introduction of the PAS24 PremiLine PRO not only offers high security, but also simplicity of operation. With security the number one key driver in the market for doors, this development satisfies the requirements of new build regulations under approved Document Q, but is also the perfect high security patio door solution for existing homeowners.

The PremiLine PRO patio door performed exceptionally in PAS24 testing and due to the confidence gained from this, a 10 year security guarantee scheme has now been made available for all PremiLine PRO doors manufactured to the product standard tested. The scheme is in two parts, £500 towards the cost of a new door and £500 to cover goods not covered by an existing insurance policy. All that is required is the return of the correctly completed registration form within 28 days of installation. The guarantee is also transferable if the house is sold, allowing the new owners to gain from the 10 year scheme.



Kevin Warner, head of sales and marketing of Kömmerling commented: 'PremiLine Pro is without question the best high security patio door on the market today and has helped eliminate the use of unsightly and unreachable plunge bolts. With a £1,000 security guarantee from Fullex, we believe this is now the most compelling reason to both manufacture and install a Kömmerling patio door.'

For information on Kömmerling, call 01543 444900, e-mail enquiries@profine-group.com, visit www.kommerling.co.uk or follow them on Twitter @kommerling_uk.

READER ENQUIRY NO: 0816/0090

Composite Doors from Selecta

You choose how to sell them!

The NEW Exclusive Collection gives you the full range of composite doors on offer from Selecta.
The Classic Collection has a limited selection of composite doors with the added bonus of being one brochure, one price!

The Classic Collection



The Classic Collection Every Composite Door £359* +VAT

Five Slab Colours
Four Door Styles
Triple Glazed Glass Units
Two Lock Options - Standard or SBD*
One Brochure

One Price!

* Price includes 70mm framed composite door with Yale Mantis III lock, Fab & Fix handle, clear / obscure glass or limited decorative glass options. SBD upgrade + £20 (3 Star Yale Cylinder)

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Online Order Discount **£10 off** ** every door ordered online!

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BEAUTIFUL WOOD GRAIN FINISH

High impact resistant GRP skin that will maintain its pristine appearance.

ULTIMATE THERMAL EFFICIENCY

High density core makes our door the most energy efficient on the market.

GLAZING CASSETTES

Manufactured to perfectly match the colour of the door.

HIGH SECURITY GLAZING SYSTEM

Easy to clean, triple glazed decorative glass.

PROVEN PEDIGREE

3 million Distinction composite doors sold in the UK to date.

UNPARALLELED SECURITY

Reinforced GRP panels keep out intruders.


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doors

ENDURANCE INTRODUCES TWO NEW DOOR DESIGNS



Endurance® Doors has introduced two new door designs, the Cader Idris and the Pentland, which were developed before the FIT Show, as the solid and secure composite door brand continues to build market share.

Forming part of their Classic Collection, these two new additions take inspiration from typical 1930's style doors with the Cader Idris featuring an arched top light and the Pentland a rectangular top light with Georgian bars. Adding to this period inspired design is the preferred option of a Winkhaus AV2 heritage lock which is opened from the outside by key and internally by thumb turn, the door locking as soon as it is closed.

With the recent introduction of foiled rich red, racing green and French navy PVCu door frames, there's further opportunity to build a composite door specification that's steeped in period inspired design, yet with modern day functionality. These latest door designs also form part of three distinct collections in the new 92 page 2016 brochure, namely the Classic Collection, Country Collection and Urban Collection.

Both the Cader Idris and the Pentland also feature on the latest version 2 of the online Door Designer, which is fully responsive for desktop, tablet and mobile devices. Recent updates include social media sharing, ability to save a PDF, the opportunity to view the door designed on an existing property and a find an installer facility.

Stephen Nadin, managing director of Endurance® Doors commented: 'These two new door designs are an important addition to our product range which is featured heavily in our new brochure. Over the last 18 months the investment in marketing and product development has been considerable and we're now experiencing unprecedented growth for our solid and secure timber composite doors.'

For further information on the E ndurance® Solid and Secure composite door range for complete door sets or for slab only manufacturing, please visit www.endurancedoors.co.uk, e-mail sales@endurancedoors.co.uk or call the sales office on 01652 462042. You can also request a free copy of the new 92 page brochure.

READER ENQUIRY NO: 0816/0093

XTREMEDOOR & WINKHAUS GO THE EXTRA MILE FOR DISABLED CUSTOMER

With their flagship XtremeDoor, composite door kings Vista are confident they've created the best product in its class. A combination of the industry-leading Nan Ya slab, a triple-sealed outer frame, and an innovative five-point lock from internationally renowned security experts Yale, the XtremeDoor delivers exceptional security, robustness and thermal efficiency, and stood up to hurricane-force winds and Greater Manchester Police during rigorous performance tests.

But that doesn't mean Vista aren't willing to adjust that hugely successful template if a customer requires it. In fact, the Wirral-based fabricator is only too happy to provide custom products to clients with specific needs – and recently produced a very special XtremeDoor designed to make life as easy as possible for a disabled customer.

Wheelchair-bound Paul Francom finds it difficult to carry out everyday tasks like letting people into the house – something that previously required him to awkwardly manoeuvre his chair to the front door every time someone called round. Told about Paul's predicament, local window fabricators Direct View Windows Ltd asked Vista to help, and the composite door experts set about designing a high-tech solution that would make letting people in much easier.

The result was an XtremeDoor that incorporated a state-of-the-art AV2E electronic lock from respected automatic lock specialists Winkhaus. Even better, Paul's new AV2E-equipped XtremeDoor is able to interact with an outside webcam and his smartphone using the Locks Online wireless intercom app. That means he can see who's at the door and let them in from wherever he's sat in the house – including important callers like Meals on Wheels providers and others.



Xtremedoor with Winkhaus AV2E lock.

The core design can be adapted for a huge range of different purposes – for commercial projects, for the requirements of a particular homeowner, and much more. Whatever your needs, there's an XtremeDoor for you.

"I'm delighted with my new door," said Paul. "It's made life so much easier, and made me feel a lot more secure, too – now I can always see who's at the door before deciding whether to let them in or not. Direct View and Vista did an amazing job, and I'm really grateful to them."

Direct View Windows Ltd MD Tony Sullivan commented: "What this example really demonstrates is the XtremeDoor's fantastic versatility. The core design can be adapted for a huge range of different purposes – for commercial projects, for the requirements of a particular homeowner, and much more. Whatever your needs, there's an XtremeDoor for you."

For more information call 01516081423 or visit www.vistapanels.co.uk.

READER ENQUIRY NO: 0816/0095

GLAZERITE WINDOWS & DOORS BRIGHTEN UP 'SUNNY HUNNY' RESORT

A recent installation by Glazerite customer and VEKA approved installer, Daniel Wagg Doors & Windows, is the latest in a number of eye-catching refurbishments at Searles Leisure Resort in Hunstanton, Norfolk – a venue that has been offering holidays on the coast of 'Sunny Hunny' for over 80 years.

Daniel Wagg was commissioned to replace the old entrance doors that overlooked the swimming pool area in the resort's restaurant, with a set of stylish rosewood arched French doors, including panic bars and an external handle. The new doors, which were fabricated by Glazerite in VEKA Matrix 70FS profile, are not just more aesthetically pleasing and energy efficient, but have been designed to match a number of other recent Glazerite manufactured window and door installations by Daniel Wagg at the holiday park.

A spokesperson from Searles Leisure Resort, said: "We're absolutely thrilled with the new doors, they've made a huge difference to the look and feel of the restaurant and swimming pool area, which is right at the heart of the resort.

"We've commissioned Daniel Wagg to replace a number of our windows and doors over the last 12 months, so we knew we could rely on the quality of his workmanship. This, combined with the fact that he is an approved VEKA installer gave us the confidence to award him the refurbishment work for this particular project. We're extremely happy with the result and we'll definitely be using the company again in the future.

Daniel said: "After working in the window and door industry for over 15 years, I decided about 12 months ago that the time was right to set up my own installation company. Partnering with Glazerite as a supplier has proved to be invaluable, not just because of the fast and reliable service, but also with regards to marketing support. The team at Glazerite has provided me with my own company logo, a professional looking website and marketing material, not to mention product samples and online quoting and ordering software which has enabled me to give a first class service to prospective clients."

"Working with Glazerite has also meant becoming part of the VEKA approved Installer network," he continued. "I've used VEKA products in the past, so I knew I could rely on their quality and being an Approved Installer has really helped to strengthen the company name and gives valuable credibility to our work."



Glazerite is VEKA UK Group's largest UK trade fabricator and a long-standing Network VEKA member. It offers a fully nationwide service based on manufacturing units in Northants, Peterborough and Greater Manchester as well as its South West distribution hub in Bristol serving South Wales and The West of England.

www.glazeritewindows.co.uk

READER ENQUIRY NO: 0816/0094

0816/0096

The warmcore® FOLDING SLIDING DOOR SYSTEM



AVAILABLE NOW FROM BISON

True Innovation – Warm Aluminium

WarmCore signals the rebirth of aluminium doors and windows. At the heart of WarmCore products is a thermal core which significantly out-performs other aluminium systems. WarmCore is truly innovative and has raised the bar so high that it will set standards for many years to come. Available in any combination of 4 colours, white, grey, black and cream from stock, dual colours are not an issue with WarmCore and readily available on sensible, standard lead-times from BISON Aluminium.

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warmcore® FOLDING SLIDING DOOR SYSTEM



Just some of the new door designs available from Entrance

SEVEN NEW DOOR DESIGNS FROM ENTRANCE

Entrance® has added 7 new door designs and 8 new side panel options to its range of composite doors. Entrance is a fully-tailored composite door solution for fabricators to supply their own range of composite doors without the stress or expense of sourcing or stock holding. The new designs give fabricator customers even more choice to offer installers from their own composite door range.

Entrance customers have a choice of 13 traditional and contemporary door styles in any RAL colour delivered within 10 days.

Managing Director Gregory Kelly says: "Some fabricators want to sell doors without the stress or hassle of making everything.

"They can choose their own range of composite doors in any RAL colour – a huge choice - and their own range of glass and hardware. We get everything they need to make the door in one package, so it's ready to fit into their own frame within 10 days. It's a very big saving in hassle, time and cost.

"The additional door designs mean fabricators can give their customers even more choice without holding stock," adds Gregory. "And we help them sell their range with full marketing support including shade cards, brochures, and a personalised Door Designer for their website.

"It really is this easy to have your own fully personalised range of composite doors!"

To find out what Entrance's totally tailored composite door solution can do for you visit www.entranceway.co.uk, call 0115 982 7744 or follow @EntranceCDS on Twitter.



READER ENQUIRY NO: 0816/0097

IMAGO LIFT & SLIDE DOORS INSTALLED IN FURTHER SHOWROOMS ACROSS THE UK

Due to high interest for Imago Lift & Slide Doors around the UK, Imago Point Leamington Timber Window & Joinery Co has installed an Imago Lift & Slide Door in its showroom in Warwick – making it easier for architects, installers and homeowners to see the beauty of Imago doors for themselves.

The Imago Timber Lift & Slide system is designed and crafted by Italian hardware giants AGB. With slim frames of just 2cm, the doors are cleverly engineered to maximise the glazed area to make them the product of choice for architects, installers and self-builders looking to add real style to their project.

Manufacturing bespoke timber doors since 2004, Leamington Timber Window & Joinery Co. has vast experience of joinery and the wood trade with its employees averaging 25 years in the industry. The company is well placed to provide advice and support on the Imago Lift & Slide Door.

"We are really impressed with the Imago door's performance and look," says Tony Philpott, Director, Leamington Timber Window & Joinery Co. "The installation has already generated interest from customers and we are looking forward to the benefits Imago Lift & Slide can bring to their projects."

"We are really impressed with the Imago door's performance and look," says Tony Philpott, Director, Leamington Timber Window & Joinery Co. "The installation has already generated interest from customers and we are looking forward to the benefits Imago Lift & Slide can bring to their projects."

There are already 19 Imago Points across the UK where architects, designers and homeowners can meet with experts to find out how Imago is the best choice for their project. The UK Imago Points map follows on from the hugely successful scheme in Italy where nearly 700 Italian architects regularly use the service.

Marco Zen, UK and Ireland Sales Manager for Italian hardware company AGB explains: "When you see



the Imago Lift & Slide System in person, you get a real appreciation for how fantastic it looks and you can see the beautiful timber frame is perfect for framing a view."

The Imago Lift & Slide Door combines a slimline profile with clever Italian engineering to create uninterrupted views for homeowners, with only 2cm of the frame in view. Its light-touch, lift and slide mechanism discreetly allows for smooth opening and closing making it a popular home improvement product.

Visiting an Imago Point is not the only place you can for advice and expert help on Imago. Design assistance is available as well as 3D drawings, technical and specification downloads from Imago's toolkit on its website http://www.chooseimago.co.uk/imago-toolkit.php.

READER ENQUIRY NO: 0816/0098

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TRUEMANS CELEBRATE STRONG RELATIONSHIP WITH REHAU

Leading upvc trade counter chain, Truemans, celebrated continued growth and successful relationships at their staff summer party last month with help from profile giant Rehau.

Joe Trueman, M.D comments"We'd all like to say a huge thanks to Rehau for their donation towards our summer party. We like to get all staff together at least twice a year and this time with Rehau's support we had an incredible night out at Hotel Football, Manchester."

Truemans started buying Rehau profile back in 2011 and haven't looked back since. Truemans now supply over 1,000 frames a week to local installers in the north of England and there seems to be no stopping the progression of the business. Joe adds, "The strong and successful relationship we have built with Rehau and our suppliers are extremely important to us and our continued growth and development. Rehau have been on this journey with us from the start and we will continue to support each other in future. We share the same emphasis on quality and customer service and that commitment sets the foundation for a very positive future together."



For more information on Rehau windows from Truemans please visit our website www.truemanswindows.co.uk/rehau

READER ENQUIRY NO: 0816/0100



X1 THE EXCHANGE, SALFORD QUAYS: PVC-U WINS OVER ALUMINIUM IN PRESTIGIOUS NEW-BUILD



More than 500 PVC-U windows were chosen for an 11-storey residential new-build, X1 The Exchange, close to the prestigious Media City in Salford Quays after the developer was presented with specification and costings that showed the material to be an economic alternative to the aluminium frames originally specified.

The windows, as well as 100 doors, were made and installed by Spectus Approved Window Contractor Jade Windows using the Spectus Elite 70 bevelled system with 8.8mm laminated acoustic glass and additional EPDM seal.

An untextured Anthracite grey (RAL 7016) foil was specified by planners as a close visual match when replacing aluminium, as Jade's Ryan Fozard explained: "It is happening more and more that a client may change to PVC-U when they are shown the performance against the cost, so of course it is important to have a visual match as well, whether it is at the request of the client, the architect or planning authorities."

Yorkshire-based Jade completed the installation in four months with up to ten fitters on site at any time to catch up after some early planning delays. This still entailed working through particularly bad winter weather however. Ryan Fozard added that accessing the 11 storeys with mast climbers meant the work was slower initially but safer, not only in terms of the weather but also as the fitters were working among many other trades throughout the contract.

The £13.6million project was for 140 one and two bed apartments, office space and residents' gym. Main contractor was Bardsley Construction for X1 Developments.

Spectus provided technical support including window wind loadings, structural calculations, design of large door screens and curtain wall screens. Spectus. Specification Engineer Gary Millership said: "As with all high-rise developments, it is imperative that the performance of the product specified is adequate to meet the high demands of the project. Also, the high wind loads can be compounded by the need for the screens to withstand human impact and protect the building envelope."

"Smooth Anthracite grey has now been made a stock item on selected products in response to popular demand for the foil-coloured finish on many commercial projects."

Commercial Sales Director Andrew Reid said: "Smooth Anthracite grey has now been made a stock item on selected products in response to popular demand for the foil-coloured finish on many commercial projects where clients are looking both to achieve the look of aluminium while, at the same time, optimising U-values with a cost-effective solution. Spectus's range does not stop at grey, with 28 colour options available."

The Spectus Approved Window Contractor scheme offers specifiers access to a UK-wide network of high-calibre window contractors, trained in matters such as construction law and site management, and fully supported by Spectus's own technical and specification teams. It also offers specifiers benefits such as a completely free design and specification service, where many other window systems suppliers do not offer such a service.

Any specifier who does not already know of the all-round service offered by Spectus and its Approved Window Contractors can learn more on www.spectus.co.uk or by calling 01952 283344.

READER ENQUIRY NO: 0816/0101

PIONEER GOES FOR THE CLASSIC LOOK WITH NEW HERITAGE RANGE

Pioneer is helping installers target vintage and traditional homes with the launch of Heritage, a truly classic window and door system with a spec and energy performance to match its good looks.

Heritage is the latest major innovation to emerge from the Essex-based fabricator's new partnership with Deceuninck, giving installers the most elegant and unique classical system on the market, with a remarkably timber-like appearance, a potential WER A+ Rating with double glazing and A++ with triple.



"Whether they want to complement the look of a traditional home or bring a touch of classical elegance to a contemporary property, they won't find a more authentic look or stylish profile than the Heritage," said Managing Director Danny Williams, "Plus, when you look at the spec that goes with it – for thermal efficiency, weatherproofing and security – the Heritage is a real win-win."

As well as its exceptional energy rating, the Heritage system is Secured by Design/ PAS24 approved for enhanced security performance, with Yale locking systems. It comes in 26 colour and woodgrain foils from stock and carries a 10-year manufacturer's guarantee. Like all Deceuninck products, it gives installers access to the superb MyBrand marketing and support resource.

The Heritage and its stablemate the new Heritage Flush Sash are just two of the industry-leading systems available through Pioneer's new partnership with Deceuninck, along with the Fully Reversible Window and the new #BestInClass Slider24 patio, plus a range of other products with energy ratings up to A+ and A++.

www.pioneertradingcompany.co.uk

READER ENQUIRY NO: 0816/0102

TRUFRAME EXPANDS STOCK COLOUR RANGE

TruFrame has expanded the number of foiled finishes from stock on 5 and 7 day lead times, as they look to capitalise on the shift in consumer demand from matt white windows and doors to the new rich woodgrains and striking colour options.



With typical TruFrame efficiency, there is now a 5-day lead time for rosewood, rosewood on white, golden oak, golden oak on white, black foil on white and now anthracite grey on white. To supplement the short-lead time of these finishes there is also a 7-day lead time for white, cream, black, ivory cream, Irish oak and chartwell green on white.

There are also a number of special colours and woodgrains that are available on an extended lead time and throughout the Liniar range, all uPVC profiles are covered by a comprehensive 10 year warranty.

Now consistently manufacturing over 3,500 frames each and every week, there's also the added benefit of TruFrame's unique 4-step hand finishing process that's become so popular with both sales and installation teams. The recent launch of the fully mechanically jointed Refineô window has also set new standards in terms of frame quality and with a 70mm front to back dimension, requires little in the way of preparing the opening prior to installation.

David Firmager, managing director of TruFrame commented: 'Not only do we listen and respond to the needs of our installation partners, but we're proactive in looking at new product developments including the latest range of foiled finishes. Our product range, marketing, IT infrastructure and customer centric operations makes us the complete package when it comes to being a true fabrication partner.'

See the 'Complete Package' video on TruFrame's YouTube channel to find out why so many companies are changing to TruFrame. For other information call the sales department on 01664 410 140 or email the marketing team directly on marketing@truframe.co.uk. You can also add to their growing following on Twitter @TruFrame.

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0816/0104

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SPECTUS CHALLENGES ALUMINIUM WITH NEW PVC-U FLUSH TILT & TURN

Spectus has issued a direct challenge to aluminium windows in high-rise with the launch of its Flush Tilt & Turn PVC-U system, that has a similar look to the metal but with significant benefits including thermal performance and cost.

With U-Values as low as 0.8 W/m2K (WER A++) achievable, window openings up to 1,450mm wide X 2,300mm high, and many other unique features, the Spectus Flush Tilt & Turn is ideal for new-build apartments, housing, hotels, health education and public buildings, where aluminium or composites might otherwise have been first choice.

Its sleek external flush styling and square edge appearance gives it a close visual match to aluminium, especially with the smooth grey foiled finish on grey base as a stock option, but the profile also benefits from Spectus's extensive range of 28 other foils – one of the widest ranges of any PVC-U system.

As well as the obvious cost saving of PVC-U over aluminium, the Spectus Flush Tilt & Turn's exceptional thermal performance can be achieved with Argon-filled triple glazed units, rather than expensive Krypton-filled units, and without insulation in the profile or expensive special reinforcements. This is due not only to its six-chamber sash and five-chamber outer frame but also Spectus's unique Aeroframe thermal wall technology, which has proven to provide greater thermal performance through its complex 'thermal barrier' design.

Further weather-proofing is achieved by a high performance centre seal system, with an optional third weather seal as an additional air and water barrier. The weather rating is tested to BS6375-1:2009.

Its advanced functionality also includes a unique anti-switch barrier that prevents accidental movement between the tilt and the turn functions. Also, anti-slam is fitted as standard and the gearing is concealed



for improved aesthetics. Advanced security features, including increased security around the hinges, also mean the system is Secured by Design and BES6001 accredited

Spectus Technical Director Martin Althorpe said: "A growing number of developers and specifiers are looking at the significant benefits that PVC-U can offer over aluminium and they will find all those benefits and more in the Spectus Flush Tilt & Turn, as well as the choice of the visual match with smooth RAL 7016 or any other of our wide range of finishes."

The Spectus Flush Tilt & Turn has no overlapping of external framework because the sash sits neatly inside the outer frame to give a fully flush exterior. It offers 28-44mm glazing options and is compatible with all common types of hardware.

The Spectus Flush Tilt & Turn is designed and manufactured in Great Britain in one of the most advanced PVC-U extrusion factories in Europe.

Martin Althorpe concluded: "We have looked very carefully at what developers and specifiers want from a system, either PVC-U or aluminium. Our answer to those needs is the Spectus Flush Tilt & Turn and those who have already seen the system say they have been impressed with what they saw."

Tel: 07825 933733
www.spectussystems.co.uk

READER ENQUIRY NO: 0816/0105

ENERGY & EFFICIENCY: EMPLAS SUPPORTS 0.9W/M2K UNIT NEW BUILD INSTALLATION

Emplas, in partnership with Pilkington and new build window installation specialist Portico, has supplied IGU units with a high performance 0.9W/m2K into a high-end Essex new build development.

The Highbanks development in Southend-on-Sea, was completed by developer Weston Homes in the early summer. It includes the redevelopment of Essex House, a 12-storey landmark former office development into 75 exclusive apartments and a five storey, 22-apartment new build development.

Portico, was appointed by Weston Homes to supply 86 windows and 24 patio doors into the new build element of the scheme, with a requirement for an overall installed unit value of 1.2W/m2K.

Jason Campbell, Commercial Manager, Portico, said: "Highbanks is a high-end development, with the new build site featuring a combination of traditional brickwork and zinc cladding in a five-storey elevation. As a high-end development, the customer Weston Homes, set a high performance window and door specification with an installed frame u-value of just 1.2W/m2K. This was achieved by Emplas as our window and door supplier using a unit from Pilkington with a u-value of just 0.9W/m2K."



These feature a Pilkington 4mm Optitherm S1 Plus, argon filled unit, with 16mm black Swiss Spacer and 4mm KOW Surface 4 and TUF coatings where required.

Ryan Johnson, Managing Director, Emplas said that the solution reflected the established partnership Emplas now enjoyed with Pilkington, adding that its manufacture of Profile 22's new Optima system, extended the fabricator's energy efficient window and door range still further.

He said: "The new build sector has been focussed on energy efficiency for a long time and the doors and windows that we and our customers are supplying into it are being specified to increasing levels of performance. Optima is a completely new six chamber thermally efficient system, which with a 44mm beading option, achieves a u-values as low as 0.8W/m2K. This and the innovation that Pilkington is constantly delivering as our IGU partner, means that we can supply a highly competitive window and door offer into the new build sector."

Replacing Profile 22's FI and FS 70mm systems, Optima features sculptured, chamfered and flush casement systems built around a thermally efficient six chamber outer frame and five chamber sash.

It includes a choice of 24mm and 28mm double, and 36mm, 40mm and 44mm triple-glazed beading options. This means that it comfortably achieves u-values as low as 0.8W/m2K on triple-glazed units.

For more information on Emplas visit www.emplas.co.uk , email info@emplas.co.uk or call 01933 674880.

READER ENQUIRY NO: 0816/0106

PINK AND BLUE? IT'S CHILD'S PLAY FOR GROSVENOR

Pastel pink and blue may be the traditional colours for little girls and boys but when they were specified for the windows and doors – plus some round windows – for the new Mulberry Bush Nursery in Bury, the result was anything but traditional.

That was no problem for Grosvenor Windows because, having its own in-house spray shop and working with trade fabricator The Glazerite UK Group Limited, the Bolton-based installer was able to come up with the exact RAL colours, plus 7016 Grey, as well as round frames with Fully Reversible function, all based on the acclaimed VEKA Matrix 70mm profile.

The result may look a lot of fun but getting the specification exactly right was a serious matter, according to Grosvenor contract manager Lauren Wilcox: "We pot-tested all the paints to make sure of a perfect colour match. Wind loading calculations were needed for a first-floor balcony with 2,200mm high glass panels, the glass was 6mm toughened to withstand impact and of course all opening windows had restrictors, including the round Fully Reversibles."

The unit is the fifth Mulberry Bush Nursery but the group's first new-build. The striking contemporary styling is not only aimed to follow the group's ethos of making the design child-focussed but also to make the most of its very visible location, as director Andy Robinson explained: "We are only interested in running outstanding nurseries so when we had the chance of building one from scratch we wanted it to be visually outstanding as well. The site is at the entrance to a large business park and close to a 300-house private estate so there are obvious benefits to being noticed."

Grosvenor was chosen on the strength of past work with the main contractor SD Woodcock. Design for the project was by Fuzion. As well as curtain walling, Grosvenor installed in total 43 windows, seven sliding patio doors, five single doors and one French door, all in the various colours, with the pink colour-matched to translucent Rodeca cladding, which was used extensively in the construction.

Grosvenor is a long-standing customer of The Glazerite UK Group, VEKA's largest trade fabricator in the UK and a long-standing Network VEKA member. Glazerite



offers a fully nationwide service based on manufacturing units in Northants, Peterborough and Greater Manchester as well as its South West distribution hub in Bristol serving South Wales and The West of England.

www.glazeritewindows.co.uk

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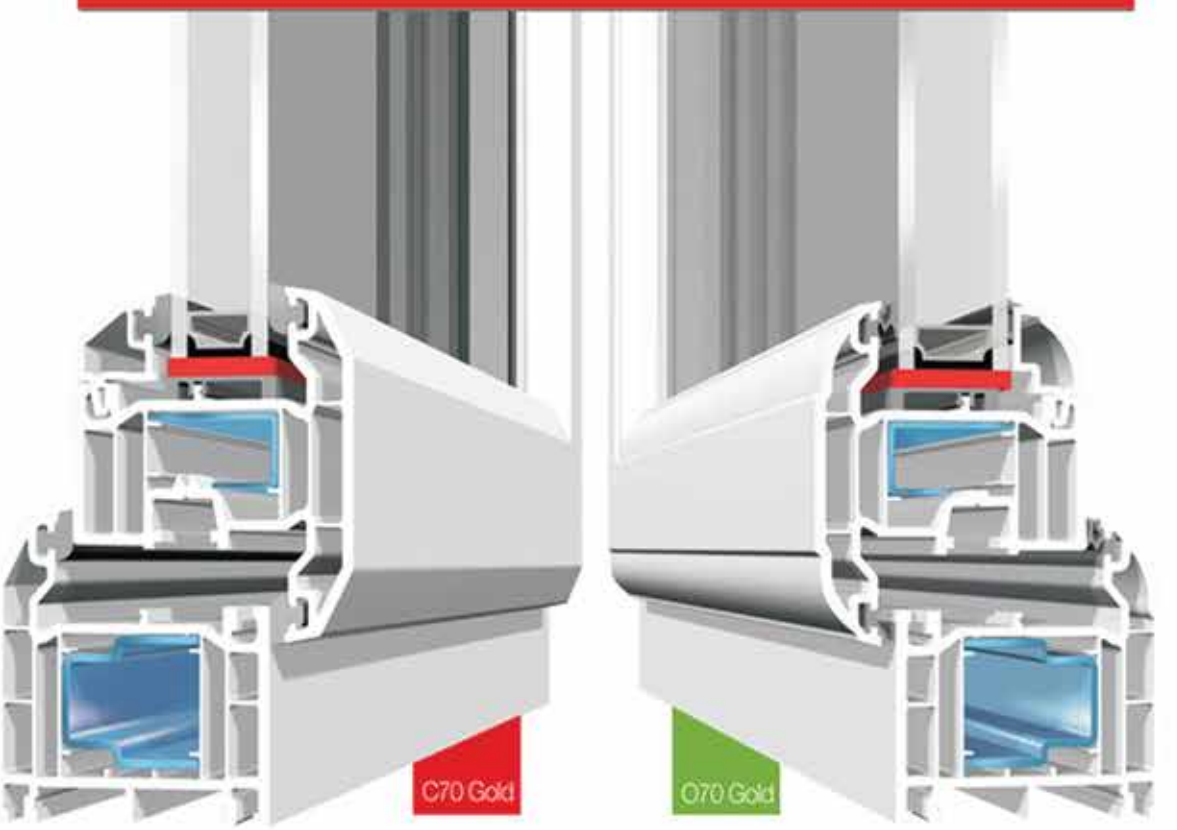

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HERITAGE WINDOWS ASK THE EXPERT

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Martyn Haworth Director of Bison Frames discusses how the heritage sector is finally warming to the idea of PVC-U.

PVC-U windows and Grade II listed buildings have historically been strangers. For planners and conservation officers, these buildings (and all too often, Conservation Areas too) have meant one thing only when it comes to windows: timber.

Yet in many cases, a modern timber window is inferior to its PVC-U counterpart in terms of durability and thermal efficiency not to mention more expensive. We wanted to develop a product that would give homeowners in period buildings a genuine timber alternative. As a result of considerable investment and design excellence we introduced the Genesis VS.

The Genesis VS takes advantage of the rapid development of PVC-U technology in recent years to create a window that's a stunning reproduction of a traditional timber vertical slider. It uses traditional timber jointing methods on all joints. Period look high security cam locks and sash buttons, run through sash horns and a deep bottom sash rail as standard complete the beautifully authentic appearance. It is also available in a full range of heritage colours and woodgrain foil finishes that replicate the traditional appearance of timber rather than the high sheen finish usually associated with PVC-U.

But perhaps the greatest sign that the Genesis VS authentically replicates the traditional timber alternative is the fact that the product has been widely accepted by planners and developers working in Conservation Areas throughout the UK. This is testament to the product's genuine authentic aesthetics and attention to detail coupled with all the added thermal efficiency and low maintenance benefits of a PVC-U window. It just goes to show that Conservation Areas and some Grade II buildings needn't be no-go areas for PVC-U anymore.

We are not advocating that PVC-U windows should be accepted for use in every instance, some properties have been listed because of their architectural and historic importance and deserve to be sensitively restored and maintained. We are saying that high quality heritage-style PVC-U windows such as the Genesis VS should be allowed to stand shoulder to shoulder with their timber counterparts and at least considered as an option.







With its sophisticated styling and precision design, the Genesis Vertical Slider will compliment any traditional home, ensuring that residents of period or listed properties are able to enjoy the high thermal efficiency benefits and low maintenance of modern PVC-u without compromising on authentic period looks. And for installers looking to add value into their product offering the Genesis vertical slider is the perfect solution too.



Despite the window's heritage appearance, the Genesis VS is very much a modern window. It is as easy to fit as any other PVC-U vertical slider. It has a tilt open facility for easy cleaning and is capable of achieving window energy rating (WER) of A, B and C.

The combination of craftsmanship and innovation mean the Genesis VS is considered the most authentic vertical slider on the market. So if you don't think PVC-U can be accepted in Conservation areas or even Grade II listed buildings, think again. And if you are specifying PVC-U vertical sliders in a heritage building, remember: accept no other imitations. The Genesis VS is the real PVC-U alternative to timber.



GenesisVS BISON

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0816/0110

Traditional
Genesis recreates the timeless beautiful styling of a traditional timber sliding sash window like no other. With its authentically jointed frame and sash it replicates the windows of yesteryear that are found in period cottages, older properties and conservation areas.

Modern
With its elegant styling and precision design, the Genesis vertical sliding sash will enhance any modern home as well as a traditional property. Designed for modern living, Genesis combines cutting-edge technology with the traditional character of a box sash window. Precision-engineered for smooth, simple operation, Genesis effortlessly complements your modern lifestyle.

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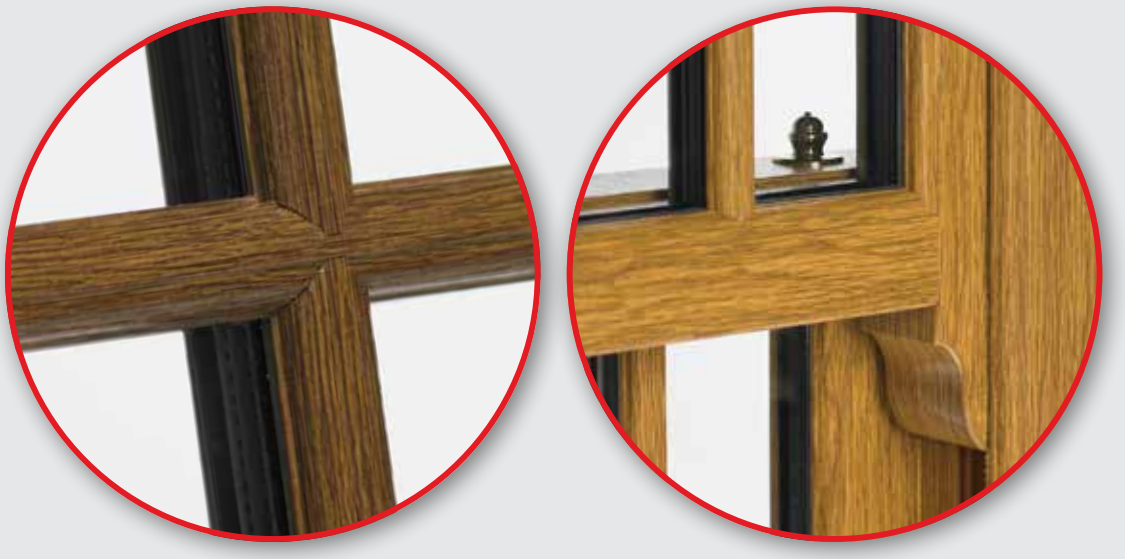

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KJM GROUP'S 'NO PRESSURE' SALES POLICY PAYS DIVIDENDS

Chris Champion, Editor of Glass News, talks with the KJM Group's Mark Pearce about his entering the industry under the Margaret Thatcher 'Young Workers' Programme', life after fabricating, Brexit, and so much more.

I'd probably describe the KJM Group as a high end installer. Is that fair?

It's fairish! Where we are means that we do deal with a lot of customers at the higher end of the market and higher end products in general are where we seeing the greatest growth. But in common with a lot of other installers out there, we supply all sectors of the market from standard white PVC-U, which remains a 'bread and butter' product to premium R9 or timber installations.

You specialise in installs in Hampshire, Berkshire, Dorset, Surrey and Wiltshire. Do you actually go further afield or stick these so called 'rich' counties?

Again, we're in a fairly affluent area but in common with other parts of the country, the demographic we serve is diverse. Geographically we try not to 'stray too far from home'. We don't need to and I'm not convinced that it's always worth the extra hassle, although we do pick up jobs in London and have even fitted a composite door in Scotland (although there's a story attached to that one!).

We enjoy a strong reputation in and around Hampshire so it and surrounding counties tends to be where we pick up most business.

Although you offer specialist products, you also offer Profile 22 fabricated by Emplas and have fitted their products for a long time. Loyalty, price, quality…or is it all of those?

The advantage of being an installer is that you can buy-in from multiple suppliers. We have bought-in windows and doors from Emplas for a long time and the windows they supply fulfill demand from one sector of the market place. Glazerite supply our Residence 9 and Veka products, as we are Network Veka members. We supply timber products and the PVC Beaumont system from Dempsey Dyer and the Styleline system from Sternfenster –



MarkPearce.

it's about having the flexibility in your range.

Can we talk about the product range? Basically windows doors and conservatories, but Dempsey Dyer's Beaumont PVCu with the timber looking joints, Residence 9, triple glazing. Is that demand led or a matter of offering something different?





We saw growth of around 13 per cent in the first half of this year. That's been driven by increased demand for what I would describe as higher end products, for example foiled woodgrain-effect and mechanically-jointed PVC-U products, aluminium bi-folding doors and premium composite door ranges.

The manual jointing used in Beaumont and Residence 9, for example, give both products a really strong traditional-timber aesthetic in a PVC-U window and they have lots of end-user appeal as a consequence.

Was that demand led or not? Well, we saw an opportunity and added to our range relatively early on but it's my belief that this is where the market is moving to.

As to triple glazing – as you know, I nailed my colours to the flag on that one. If I'm honest, although we sell it, we haven't seen the level of take-up that I thought we would a couple of years ago.

What do I attribute that to? It's a number of factors. The price differential is one. The increased costs that we incur in two-man handling, increases the overall price to the customer. The other factor is the improved performance of DGUs, which make the case for triple glazed units less compelling than they might otherwise have been, however there is definitely a demand for high specification triple glazing

And colour. You offer a variety. How important is it to you and your customers?

Colour and foils are a big part of communicating product innovation to the end user. We supply doors and windows into a lot of period properties and for the owners of those houses, the flexibility to choose a PVC-U window in a colour and finish that complements their property is really important.

In my opinion it's driven a step change in the industry. White PVC-U will always have its place but its colour choice and higher end products which are driving its growth.

The company is longstanding….1982 I believe. Can you briefly talk us through the history of the company?

KJM was formed in 1982, taking its name from the three founding directors Ken Hammant, John Creasey and Mick Burrell.

We fabricated our own windows, supplying retail and commercial sectors until 1996 when the economics of window fabrication and shifting consumer demand meant that we didn't have sufficient scale to make manufacture viable. We have focused on retail installation and trade ever since.

We now employ 30 people with a turnover in excess of £3.8 million expected this year.

And you. How did you get into this industry?

I started at KJM under the Margaret Thatcher 'Young Workers' Programme'. My first job was digging the footings for a conservatory – incredibly we went back to the same property earlier this year to do more work.

I then did installation work, fitting doors, windows and conservatories, before moving into the manufacturing business, eventually heading that up until 1996 when we stopped manufacturing and switched to supply.
I moved into sales, buying a share in the business in 2006 and then took ownership of the business in 2009.

I know you pride yourself on a no hassle sale and you actually stop your sales guys from hassling customers and salary them rather than pay through commission. Can you talk us through the thinking? Is it a case of people buy from people?

It's really important to remember that although today its far better, our industry hasn't always enjoyed the best reputation. And yes, it is that people buy from people.

You always have to ask yourself how you would feel if it was you or perhaps an elderly relative – would you be happy with the way you had just sold to them if the boot was on the other foot?



The KJM Team.

For our sales people, there's no sitting in houses until the owner agrees to sign. That's not what we're about. We go in, we supply a written quote, follow it up a few days later with a call or an email and that's it.

We have built a reputation for being decent people to deal with and that pays for us.

Repeat business. Are you now replacing your own PVCu windows?

Yes, not every day but the second time replacement market is increasingly established and I expect we'll do it more and more. We do get our fair share of repeat business from people that move and use us again on their new property. I personally know of one customer that has used us on four properties.

Does your sales philosophy result in customers asking you for products?

I hope it contributes to it. As I said, I think we have a pretty good reputation for being a decent business. A good company will always supply what the customer wants…within reason!

How do you market your business or is it essentially word of mouth and recommendation?

Word of mouth plays a big part. We also have an established advertising, PR and social media programme. That constant flow of case studies, stories and competition entries reinforces what we're about and our approach.

We have been a G-Awards Installer of the Year finalist four times in the last five years. Collectively it all tells a story about our business and that contributes to confidence in our service and product offer.

We have also invested in our online presence, launching a new website last year, which has been really important in harvesting the leads that this wider activity supports.

I know you are outspoken! So can you give us your view on the '2 for 1' or 50% off deals?

I wouldn't want to cause offence! Most people know I'm no fan. I think is just undermines the value of the product but clearly it works for some businesses. It works even better for us though as most consumers hate that sales approach, one customer once said "your sales guy was a breath of fresh air"

You have won a multitude of awards over the years and particularly since 2011. Did something change at that point?

A number of things have come together. I took 100% control of the company in 2009 and changed a few things. However we have a decent team, a pretty well tuned product range and an established reputation. The turning point was probably a little further back in 1996 when we came out of fabrication as this has enabled us to sell any good products in the market place. The road has also been much longer. I'm not sure things change that quickly, it's about hard work and persistence.

What are the growth areas? I'm presuming aluminium features strongly….is that the case?

Aluminium is important, it's our material of choice for bi-folding doors and there are a growing number of inline sliding patio doors sales. It is worth noting that if a customer comes in asking for aluminium then sell it to them. The number 1 rule of selling is "find out what a customer wants and sell it to them"

But I think it comes down to those higher end products, particularly mechanically jointed or seamlessly welded products like the StyleLine or Residence 9 systems.

What of the future? Do you expand your sales area or widen the product offering?

I'm not sure we're looking for an increase in sales volume. We have a pretty decent business. I think what we're looking for is an increase in sales value and margins, which I believe will be delivered through those higher end product ranges.

What do you think Brexit will mean to you and, more importantly, your customers?

I don't think Brexit has done us any favours – at least in the short-term. The consumer confidence index fell to -9 from -1 pre to post-referendum, the housing market has slowed (although some readjustment of the housing market probably isn't a bad thing) - we appear to have a period of uncertainty ahead. Customers spending lots of money need "the feel good factor"

Do you see a price war coming with UK manufactured products outpricing imported goods?

Perhaps. Although in the round things will probably even out. Raw materials are sold in Euros so the weakening of the pound post-referendum reduces the purchasing power of UK manufacturers. The Euro has and will probably continue to fluctuate. There may be some manouverings on price and inflation will be our be our biggest worry if the pound stays low…we just import too much as a nation.

How do you think the GGF can help the industry in this post Brexit phase?

I'm not sure that the GGF, or for that matter any other organization can. Perhaps The Bank of England can offer more stimulus to the economy. Being the Chancellor would be a job I would not want!

Regardless of Brexit, I think a reduction in the rate of VAT to 5 per cent on energy efficient products is a good idea. And in the continuing absence of any meaningful energy efficiency policy from Government securing its introduction is probably the singularly most valuable activity that the GGF could pursue.



READER ENQUIRY NO: 0816/0111

VOICE OF THE INDUSTRY



WHAT'S YOUR OPINION?

Glass News' 'Voice of the Industry' asks:

"We are likely to face a period of instability as a result of the Brexit vote which will affect everyone in the UK. How are you and your company viewing the future? Is it with trepidation or is there also a feeling that it could represent opportunities? Do you have confidence that our industry will continue and thrive and that what is happening today is a blip that, in time, will be sorted out and provide the platform for a better and more successful country in the future?"



Nick Dutton
Director, Brisant Secure

The pound has fallen sharply after the Brexit vote, so imported components now cost more. Today, Brisant Secure was notified that the costs of our components are being increased as a result of the exchange rate.

However you voted, the fallout from the vote is reaching almost every part of the economy. Passing on these extra costs immediately will only make things worse for all of us.

We hope business will play its part and delay these increases for as long as possible.

Brisant will absorb the impact on our prices (10%) until October in the hope that exchange rates will have returned to normal, and we'll have done our small part in helping industry ride out the disruption.



John Cooper
Head of Marketing & Sales (UK & Ireland), SWISSPACER

The result of the Referendum took a lot of people by surprise and the business world is still working out its long-term impact. There is particular interest in how international companies in the UK will react.

For SWISSPACER, as a global brand, it's very much business as usual. We are market leader not just here but in many other countries outside Europe too. Brexit doesn't change our focus. We are committed to the UK and Ireland – it's our biggest market worldwide. SWISSPACER recently invested in a UK 'hub and logistics' service centre to meet growing demand and support distributors and larger direct customers. We also have a number of exciting new products in the pipeline and we're confident SWISSPACER and the warm edge spacer market will continue to grow.



Keith White
Managing Director, aluplast UK

Perspective is always a good thing. We are talking about a period of adjustment rather than any cataclysmic collapse of the economic system.

Brexit has, however, had a clear impact on the systems market. A weakened pound has reduced the spending power of UK extruders to buy raw materials – commodities traded in Euros.

Trading in Euros, to date aluplast hasn't been affected, although a weakening of the Euro against the Dollar would have an impact on oil prices, which could be expected to filter through to the price of polymer across Europe.

Although this would make trading conditions more challenging in the UK and Europe, its impact becomes diluted on a global scale.

This is probably the key point. The UK remains a key but one of a number of global markets for aluplast and when you're thinking globally you're also thinking long term.

The investment aluplast has made to date and will make in the UK isn't simply going to stop – it's simply far too important and a point which we will reiterate later this year with the launch of two new products.



Mark Pearce
Managing Director, KJM Group

The fact that the consumer confidence index fell to -9 from -1 pre to post-referendum (GFK Market Research) tells us that the road ahead is going to be a little bumpy at the very least.

In my experience, retail sales go hand-in-hand with consumer confidence. Uncertainty isn't good for it - and we probably have just as much of that as anyone could have predicted!

Short term I'd argue things are going to be tougher, medium and longer term is harder to call and dependent on the political resolution, the definition of our future relationship with Europe and its economic impact.

Positively, the Bank of England does appear to have been prepared and the easing of capital requirements on banks mean that money should still be there to lend to homeowners and business – a critical difference from 2008.

This and interest next is going to be key in defining the current period as either a short-term economic 'blip' or the start of something we would all probably much rather have avoided.



Mike Rigby
Managing Director, MRA Marketing

The chaos and political blood-letting has subsided. We can only guess how successful Theresa May's Government will be, but without credible opposition Government has a free hand.

The media hysteria reflects how inward looking we've become. Polls forecast a close call but the result was a shock to London-based national media, politicians and economists. 'Native' Britain voted the 'wrong' way! Exchange rates plunged. Shares bounced violently.

But the figures tell a different story. Half the pound's fall happened before the vote, mostly for other reasons, and sterling is starting to recover slowly as people calm down. Year on year, FTSE100 and FTSE250 shares are normal to good. Better than Germany or France.

Most of the world and the big opportunities are outside the EU. The outside is growing and expected to grow faster. The EU share of world GDP is shrinking and expected to shrink further. We have to look out and let go of our EU safety blanket.





Richard Kirman Sales and Marketing Manager, Truedor, IG Doors

My view is this - the country has taken a decision to leave the EU and the new government has signalled clearly that it fully intends to respect that view. Whether we agree or disagree with the decision is immaterial, it has happened, and like many other challenges which have gone before we just need to get on with it.

The reality of course is that none of us really know the impact Brexit will have, but what we do know is this – and this has been proven time and time again – our industry is incredibly resilient and the businesses in it will find new and innovative ways to meet any challenge put before them.

We are no different and our position is very much to take a positive view – let's get on with it, let's use our skills and our drive to ensure that we continue to prosper. I have no doubt at all that if we do our bit as an industry and remain positive and dynamic, that the consumer sector in the UK will come with us.



Mick Clayton CEO, GQA Qualifications

For years, people have been talking about 'skills and labour shortages' – but we need to be very clear - these are two very distinct things. There are 'labour' shortages and these have been plugged to a degree by importing European workers in recent years – but that is a short term fix and has done nothing to plug the 'skills' gap which is becoming wider every day.

Skills shortages are a huge problem for our industry and getting worse. This is gradually being recognised by employers in the industry who are increasingly putting their personnel through recognised training and qualification programmes.

I feel that Brexit should eventually lead us to implement a system of skills monitoring which will ensure that all site workers, regardless of their geographical background, have the same level of qualification as those who are already going through formal learning and assessment processes here in the UK.

So, yes some uncertainty for now, but longer term - a much better qualified and better able industry for the future.



Roy Frost Managing Director, Deceuninck UK

Voters' decision to leave the EU caught many by surprise. We were warned of short-term volatility in exchange rates and shares, and we got them.

Every systems company (Syscos) that extrudes here buys raw materials in US Dollars/Euro, so we're all affected by exchange rates. However, the fundamentals of our market and our Deceuninck UK business are very strong. In or out of the EU, our prospects are excellent.

Deceuninck has been in Britain nearly 40 years, manufacturing in Calne, Wiltshire and over the past three years we've seen double-digit annual growth. We invested over £2m in the last two years in new #BestInClass products, new extrusion lines, new people and a new warehouse – creating jobs for 30% more people.

Deceuninck is a global, not a continental systems company – we operate in 91 countries, most of which are outside the EU, and we're in the top three in most major markets. Deceuninck UK is one of the fastest growing companies in Deceuninck, and we're one of the fastest growing Syscos in the UK.

The vote on Brexit changes nothing. It's business as usual on our way to No 3.



Gareth Mobley CEO, Solidor

If exchange rates don't recover ground lost after the referendum, we'll all have to pay more for imported material. But blaming Brexit, some door companies immediately jumped the gun and raised their prices, and by more than the exchange rate.

Did those companies have to raise prices anyway to pay for the thicker GRP skins they needed to pass the new PAS24:2016 test? GRP skins are very costly, and if you have to double the thickness from 1.6/1.8mm to 3.6mm to pass PAS24:2016 your prices will have to go up to compensate.

If exchange rates settle at the new level and everyone has to send price increase letters, it will be obvious who has smuggled in an extra price rise to cover their thicker skins.

Both Solidor and Residor doors have Brexit proof pricing because they already pass PAS24:2016. Keeping prices stable means our customers, and homeowners don't have to pay extra to get the most secure composite doors they can buy, whether GRP or timber core.



Adrian Vicker Director, Pace Resourcing

We have seen many trying times for the industry most notably 2008 where we had banking chaos - but we survived and then thrived following that.

Naturally there is a period of instability following Brexit, there are concerns about currency with much of our industry supply chain based in Europe, and there are concerns about jobs. We can talk ourselves into a recession if we are not careful but I know many of the companies we have spoken to recently are feeling very optimistic about the future.

In times where things might become a little more difficult it is more important than ever that new staff are properly recruited to fit the culture of your business and to serve the ambitions of your company and that existing staff are working to their optimum.

Our consultants are already working with companies to give an external view of the skill sets of their existing team and identifying where we can help to improve them to deliver even better sales and business performance.



Nick Welsh Managing Director, SafeGuard Glazing Supplies Ltd.

It's true that the result of the Brexit vote has left us in uncertain times, and with the timing of the vote leading through into peak holiday season many people may be using this period to take stock and let the dust settle before a final quarter surge. So, our focus remains solely on providing the great products and service our customers have come to expect.

Having made a substantial investment in our business in 2015, we are in the fortunate position to be able to manage our operational environment quite closely, which gives us a slight advantage, as well as operating in a diverse range of market sectors. Ensuring we keep our customers happy is what matters, so we will continue to focus our attention on just that.

GO FOR GROWTH?

GO FOR ROOFLINE.

With fascia's, soffits and other roofline products becoming a staple part of the window installers' offering, Sarah McCartney, Marketing Manager for SIG Building Plastics, looks at the latest initiatives to raise standards and competency in roofline and the opportunities they present.

Of course, none of us need convincing that customers should always invest in high quality doors and windows. Quality products not only help increase customer satisfaction and maintain their loyalty, they also reduce the risk and cost of replacing faulty goods. They can also make an important contribution to your long-term revenue and profitability.

But what about encouraging customers to invest in quality roofline at the same time they upgrade their windows and doors? From the customer's point of view, they can match the aesthetics of their new windows and doors to new roofline at the same time - thereby saving time and money. Plus, if their roofline is upgraded simultaneously, they can rest assured that they won't be left facing a bill for a weakened roof and substantial repairs sometime further down the line. More importantly, from your point of view, offering additional roofline services can be a profitable way to grow your business.

The role of roofline can never be under estimated; after all the roof is the most important part of the house after the foundations. Roofline products such as fascia's and soffits have a key role to play; from helping protect the rafters of the roof by preventing rot from developing and spreading, preventing water from the roof running over wall surfaces causing damage, to providing protection to the foundations by channelling rainwater away from the base. Now available in various styles and colours to complement the windows and doors and enhance the look of the home, upgrading roofline can also add beauty and value to the house.

SIG BUILDING PLASTICS

"Roofline products such as fascia's and soffits have a key role to play; from helping protect the rafters of the roof by preventing rot from developing and spreading, preventing water from the roof running over wall surfaces causing damage, to providing protection to the foundations by channelling rainwater away from the base."

Unfortunately, some window installers still believe that roofline is best left to the roofers, and with badly installed roofline being the main enemy of any well-insulated home, it's important that a specialist who is fully conversant with all aspects of roofline, particularly the installation, is called upon to the job. However, with more and more window specialists adding roofline to their offering, the roofline industry has rolled out OSCAR - a dedicated Certificate of Competence - that now enables you too; to quickly and easily become an approved roofline installer. Designed to raise roofline installation standards throughout the industry, it is particularly ideal for small to medium sized businesses looking to standardise best practice across multiple fitting teams.

Whilst some may balk at yet another piece of accreditation, OSCAR represents a less expensive and less time consuming alternative than an NVQ, for example, and serves up many more benefits. The assessment is simply conducted onsite with ongoing monitoring, and upon successful completion, you will be awarded a Certificate of Competence.

What's more, you will also have access to a wide range of professional marketing and promotional material. As well as being included in a database of approved installers, the software facilitates a more professional approach with job logs, update and quotes. In addition to increasing your professionalism and differentiating yourself from other window installers, you will be using high quality products from SIG Building Plastics' industry-leading range, with access to an insurance backed workmanship warranty per installation from GDGC. Accreditation will also give you the skills and knowledge required to interpret information and prepare and install under ECO, in accordance with job specifications and safe working practices.



BUT WHAT'S IN IT FOR YOUR CUSTOMERS?

Firstly, they will have peace of mind knowing that the installer they are choosing has been independently and formally assessed and secondly, thanks to the insurance back up, they will have additional peace of mind that if the installation fails, someone will help resolve their issues.

At last, there is an industry recognised external scheme that not only helps existing roofline installers raise their game through best practice, it enables those window installers who are new to roofline to develop their skills base and include roofline as part of their offering. Standing still is never a good option for any business, and in an industry that is constantly changing and challenging, it pays to ensure you are always one step ahead. Oscar Roofline accreditation will not only help you grow your business, it will give a point of difference based on competence and quality, and that's never a bad thing.

For further information on SIG Building Plastics, contact 01480 466777 or visit www.sigbuildingplastics.co.uk.

"Whilst some may balk at yet another piece of accreditation, OSCAR represents a less expensive and less time consuming alternative than an NVQ, for example, and serves up many more benefits."

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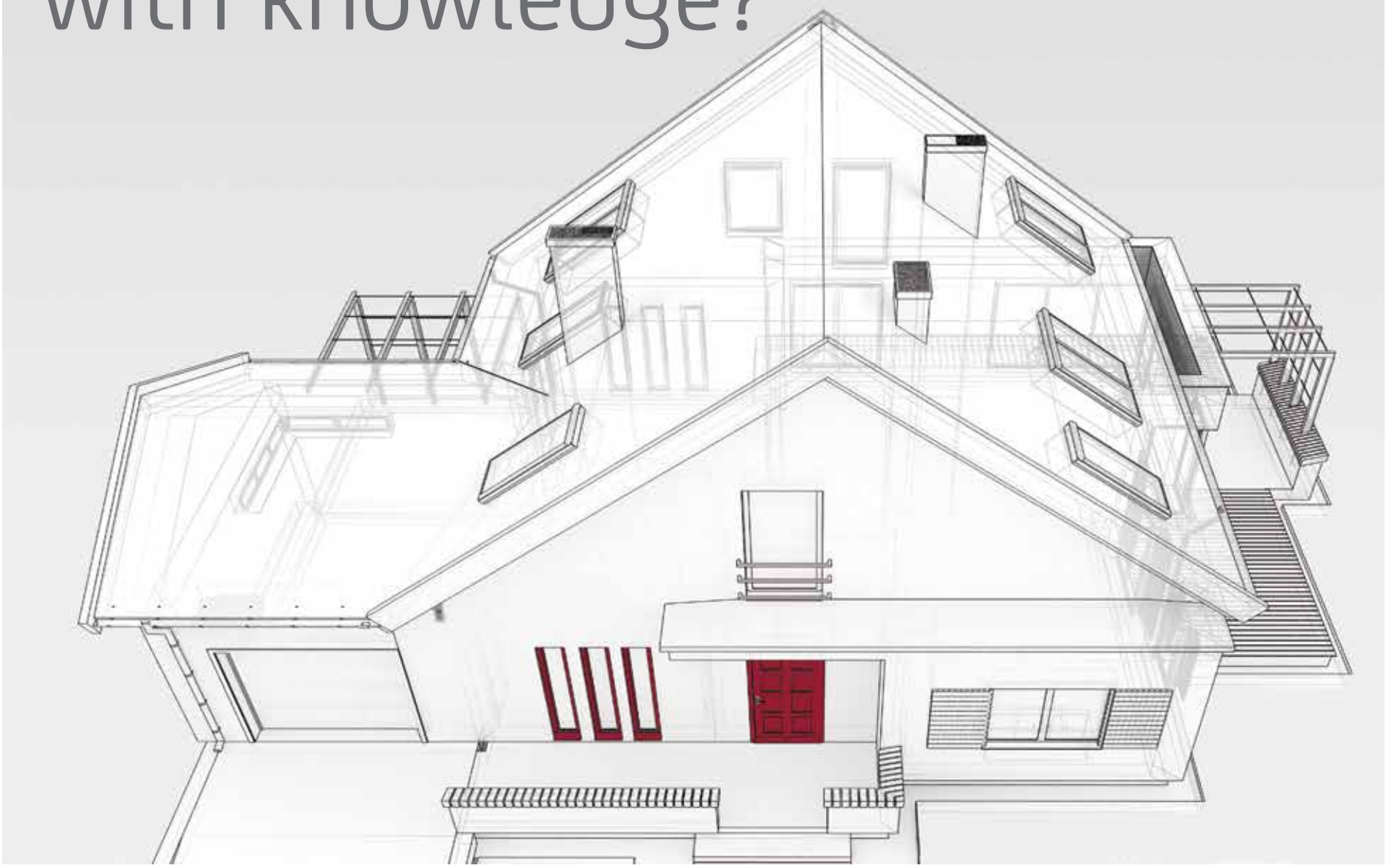

SIG Building Plastics combines specialist Roofline and Building Plastics businesses to deliver unrivalled service, products and expertise under **one trusted name**.

Our friendly, local teams are ready to pass on expertise and impartial advice on roofline, rainwater and building products by leading manufacturers.

- **Expert Service**
  We partner with leading manufacturers and our staff undergoes training to maintain and improve the unrivalled service we provide.
- **Business Support**
  We add value to your business through initiatives such as our marketing support our OSCAR/Certificate of Competence.
- **Core Range**
  We promise to have our roofline core range in stock - whichever store you visit.
- **Product Quality**
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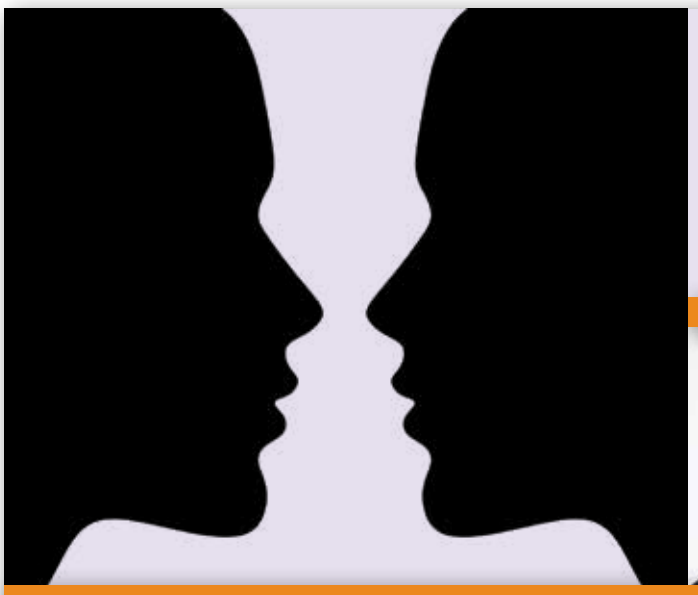

FACE TO FACE



THIS MONTH: Karl Jones
Technical Services Manager, Edgetech

Karl Jones joined Edgetech 13 years ago and his promotion to Technical Services Manager was announced by MD Chris Alderson at this year's FIT Show. He heads up Edgetech's technical division, with training and support for customers.

IT'S ALL ABOUT YOU

Where you were born and live, currently…

I was born in Birmingham and I currently live in Halesowen, just outside of Birmingham. It's really handy to be only 2 hours away from anywhere in the country since Edgetech's customers are dotted up and down the UK.

Your education and the subject or activity in which you excelled…

I left school with 9 GCSEs in the usual subjects. I wanted to train to be a bricklayer but unfortunately the course already had its quota so I was offered a place on a painting and decorating course instead. It wasn't really for me, so I left after about 18 months and started working instead.

I've done a few jobs in my years: making car parts for Rover, a foreman at a bed factory, technical engineering for a PVCu machinery company and I was regional manager for Key Plastics. I joined Edgetech about 13 years ago and I'm now Technical Services Manager.

Your favourite sports or interests…

In terms of spectator sport, it's Moto GP. I used to ride motorbikes in my twenties, so that's where the interest started. It's been a really good start to the season so far.

I also do a lot of mountain biking. I ride about four times a week and then at weekends too. I tend to do a riding break in Wales every year. There are about 13 of us who make a weekend of it. I get involved with a few races each year. Most recently we did a ride to Weston-Super-Mare and back in a weekend. And we also do Ard Rok, an Enduro Festival in North Yorkshire, every year. It's a tough course and it can get very competitive.

Your biggest regret in life…

It would have to be not going travelling when I was younger, before I had any responsibilities. I've done plenty of travelling as I've got older, most recently a trip to New Zealand with work. But my niece has just turned 21 and she's off travelling to Thailand, New Zealand, Australia and Goa for 7 months and I just think, you jammy sod!

Something or someone that inspires you…

It's got to be my hero, Moto GP rider Valentino Rossi. The sport is a young man's game really, but he's well into his thirties now and he's still giving the young ones a run for their money!

The temptation you can't resist…

A nice cool beer. It's nice to wind down with a few drinks at the weekends, especially after we've done a tough ride.

YOUR CAREER

When and how you joined this industry…

I've been in the plastics industry since I was about 19. I had an operation on my hand which meant that I couldn't work the machinery at the bed factory I used to work in so my brother helped me out. At the time he was a hardware rep for the PVCu industry and managed to get me a job at one of his customers at the time, KEB Fabricators.

The job you do in 25 words…

Install machines and train people to apply Super Spacer®, production quality audits, general problem solving and technical support for Edgetech customers.

Your greatest achievement…

My daughter, Clara.

The mistake you'd like to correct…

Going back to the regret, it would have to be not travelling when I was younger. It would have been good to go around the world without a care in the world. If I could change anything, that's what I'd do.

The talent you would like to enhance…

I suppose my mountain biking skills and my general fitness. It would be great to be able to do races and weekend rides without feeling absolutely broken afterwards!

AND YOUR FUTURE

What you would like to do if you weren't in this industry…

I'd take a leaf out of my mate's book and run a mountain bike shop, I think. I'd love to work with bikes all day long, plus it sounds like there's a lot of money to be made with not a lot of effort.

A particular ambition…

To win an Enduro Series. It's a series of mountain bike races across the country and it's usually about 10 or 11 races. Trouble is the competitors are professionals with big sponsors so that's their full-time day job - they're absolute machines, so that might be a distant dream for me!

The way you want to be remembered...

Kind, exciting and funny.



If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

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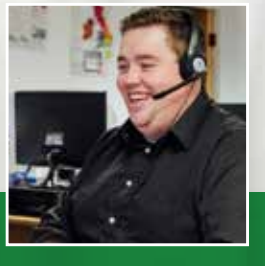

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YOUR LETTERS

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WHAT'S YOUR OPINION?

Feel free to get in touch with your views on the industry, legislation, government, or even the newspaper.

Contact Chris:
chris@glassnews.co.uk

READER ENQUIRY NO: 0816/0115

PART Q: WILL YOU PAY THE PRICE?

Dear Editor,

We are now nearing the point at which exemptions to the amended Approved Document Q no longer apply, as any work which passed planning approval before 1st October last year and was therefore exempt must begin on site prior to 1 October 2016. If it doesn't, then it may be a case of back to the drawing board when it comes to planning, as you will need to ensure that all products comply. You may be confident that your door has passed the much publicised PAS 24 cut through test, and the hardware complies with PAS 3621, 8621 or 10621, but what about the glazing?

You wouldn't lock your front door and then leave a large ground floor window open and, likewise it is common sense for what is potentially the most vulnerable part of the door to be protected. We have all seen the videos demonstrating non-compliant doors, which show an intruder cutting through an unsecured slab in a minute and a half, so imagine the speed at which they could break through unsecured glass.

The facts – a reminder:

- The amended Document Q states that all doors and windows for use in new build projects must be "manufactured to a design that has been shown by test to meet the security requirements of British Standards publication PAS 24:2012."
- Under PAS24:2012 "any glazing which, if broken would allow someone to insert their hand and release the locking device on the inside of the door should be a minimum of class P1A in accordance with BS EN 356:2000. Double- or triple-glazed units need to incorporate only one pane of class-P1A glass."
- To achieve a P1A classification, this glass needs to be at least 6.8mm laminated, not toughened.

Our Decorative Door Products (DDP) division has been offering 6.8mm as an option on laminates since August 2013, covering both our Signature imported units and those manufactured in-house at our Hawick facility. We appreciate it might be tempting to source your door glass based on price alone, but as an integral part of the supply chain, it's important for suppliers to understand the changing legislation to ensure they are ahead of the game in providing the correct specification of units to customers. At DDP we pride ourselves on doing just that. Can every door glass provider say the same?

Guy Hubble
Joint Managing Director, RegaLead

EXPLODING POPULARITY OF COLOUR

Dear Editor,

In his recent letter, Peter Dyer MD Dempsey Dyer argues that in the exploding popularity of colour we shouldn't forget white.

I think it's premature to call the end of white, as Peter acknowledges. Colour is growing from one in four to one frame in three in England & Wales. Ireland (55% colour) and Scotland (45%) are ahead. Colour is even more popular on the continent.

Although Deceuninck is No 1 for colour, as an industry England & Wales is only now catching up. If your systems company doesn't keep a big selection in stock, along with matching trims, cills and ancillaries, in doors, patio sliders, and windows, then fabricators cannot risk selling a decent colour range to installers. And retail installers will be reluctant to sell colour if their trade fabricator can't supply it in real time.

Colour is growing as more Systems companies follow our lead and make it easy for fabricators to make it and installers to sell it. Our vast warehouse is full of always-in-stock colour, so fabricators like Peter can get whatever they want on their next delivery.



Peter argues for the use of white in sensitive and attractive combination with colour. He's right. Luxury selections like Deceuninck's Heritage range with foiled white inside and fashionable Farrow & Ball type finishes outside not only sell colour, they sell more windows and doors too. Homeowners, and developers, can't get enough of them.

Colour is a relatively young market here. Installers are learning how best to sell it, what colours go with what, along with more considerate designs to suit a particular building and architecture.

Good marketing literature and POS aids help them advise their customers, just as knowledgeable decorators subtly advise homeowners and developers what to use where.

As an industry, we're going down a colour road and picking up speed. We're learning how to sell it and make homeowners and developers happy.

It's a great opportunity.

Yours

Rob McGlennonn
SD Deceuninck UK & Ireland

THE SPIN HAS STARTED...

Dear Editor,

Whatever your views about Brexit, you can expect to see it blamed for things not even remotely connected with it. The 'spin' has started.

On 11th September 2001, after the World Trade Center towers had been hit in terrorist attacks, Transport Secretary Stephen Byer's special advisor Jo Moore emailed the department's press office saying: 'It's now a very good day to get out anything we want to bury'.

The following day the department announced changes to Councillors' Allowances. Nearly a month later, Moore's email was leaked to the press where it provoked a row about the cynical nature of spin. The leaked email appeared the day after Byers had announced the placing of Railtrack in administration.

A year later the row flared up again when a leak to the press alleged that Moore had made further attempts to bury bad statistics on the day of a major event. Burying bad news turned out to be standard practice in Tony Blair's Government. The row led to public apologies, resignations, embarrassment in No 10 and more careful announcements of bad news thereafter.

Government learned that using major events to bury bad news can backfire. The public doesn't like spin, but that doesn't stop people trying.

If exchange rates don't recover ground lost after the referendum, we'll all have to pay more for imported material. But blaming Brexit, some door companies immediately jumped the gun and raised prices, and by more than the exchange rate.

Did those companies have to raise prices anyway to pay for the thicker GRP skins they needed to pass the new PAS24:2016 test? GRP skins are very costly, and if you have to double the thickness from 1.6/1.8mm to 3.6mm to pass PAS24:2016 your prices will have to go up to compensate. Surely it's better to be up front with customers, rather than bury bad news when they're distracted? If exchange rates settle at the new level and everyone has to send price increase letters, it will be obvious who has smuggled in an extra price rise to cover their thicker skins.

If many suppliers do it, we'll see a loss of trust in all suppliers, just as we've seen with politicians where levels of trust have fallen off a cliff. Surely no one wants that?

Sincerely, **Gareth Mobley,** CEO Solidor & Residor

WHEN IN DOUBT, DO NOWT

Dear Chris,

Having spent a lot of time since Brexit talking to customers about its possible implications on our supply chain, I'm writing to set out DOORCO's stance on the development. Fundamentally, I believe no organisation can afford to knee-jerk to the immediate financial situation, so DOORCO will continue to adopt a business as usual approach, while carefully monitoring the next few months to see how things play out.

I've explained to customers that the significant stock DOORCO holds right now in the UK and indeed stock currently in transit to us, has not been affected by any price increases. Neither will we see surcharges on the orders we place in the next few weeks because our Korean partners hold significant stock at pre-Brexit prices. So, as things stand we will not be implementing increases. However, we must be realistic and mindful that this situation could well change in coming months. Everything is uncertain at the moment. So many things are up in the air that could directly affect our industry – the position of Sterling, current and future trading agreements, legislative changes including employment and even testing standards and compliance. But equally, things may even out when Article 50 is finally triggered.

The point is nobody knows how things will develop. There's a great saying here in the North – when in doubt, do nowt. It may sound clichéd, but I believe that's what every business should be doing at the moment – sitting back, taking a deep breath, monitoring the situation daily and most importantly, maintaining two-way dialogue with customers. This is precisely what DOORCO is doing and will continue to do.

Dan Sullivan
Managing Director, DOORCO



GM FUNDRAISING COMPLETES THE BORDER2BORDER CYCLING CHALLENGE



With many, many miles, deserts, hills and mountains covered, the GM Fundraising Border2Border team, proudly sponsored by Deceuninck, have completed the epic challenge of cycling from Canada to Mexico. And it is fair to say the challenge, dubbed as 'The Toughest Yet' has most definitely lived up to its name!

"I struggle to find the words to explain how difficult it was," comments Gary Morton, founder of GM Fundraising and a rider in this year's B2B challenge. "Brutal, was one widely used by almost every rider. The early part of the ride saw heavy rain, thunderstorms, snow and hail storms with temperatures around 7 degrees. One of the hardest days, unexpectedly, was on Day 2 riding from Monroe into 'Yakama, Washington State. Team one had to climb 5,400ft, more than half of which was in the last 8 miles, through pouring rain and a strong head wind – it felt like the worst hour of any ride I have ever done, both physically and mentally. The winds on Day 3 saw us pedalling our hearts out downhill where there would normally be some reprieve. The views from Crater Lake were stunning, but it was so cold no one could stop for very long to take them in.

"This quickly changed though as we ascended on to the Columbian Plateau and into the desert - acclimatising to this was really difficult. The high temperatures meant early starts to avoid the +45 degree highs; gruelling runs through deserts which nearly set your feet on fire, and an astonishing amount of feet climbed in one day – 12,994ft over the Santa Rosa Mountains into Borrego Springs on day 10 to be precise.

"We also made a detour to the meet our sponsors Deceuninck at their new plant in Fernley, Nevada. We were joined by a special guest, Fillip Geerhert, the CEO of Deceuninck USA, who joined the team to make the journey into the plant." Roy Frost, Managing Director of Deceuninck UK adds: "It was great to see the rapid progress on our new factory in Reno, Nevada. Filip told me that the walls went up only last week and the new silos were installed the day before we arrived. It's open for business in August and in the evening we met the new management team and wished them all the best in their new exciting venture."

Gary continues: "The varying weather conditions certainly added to the enormity of this already epic challenge but it hasn't been all bad! Some of the scenery was spectacular, the laughs have been many and the team spirit soared throughout. Our Hope House Mascots, Poppy, Harley and Kyle gave us daily reminders of who we were doing this for and the whole team pulled together to get each other through to the end. The personal sense of achievement from everyone taking part will never be forgotten and is so very well deserved.

"I must also pay tribute to the support team who were amazing – they coped with every situation, putting in extra hours before and after the rider's day to make sure everything was in-hand. They provided a continuous supply of food and gallons of water – Almost 250 gallons in fact – first aid, therapy (both mental and physical) and found bike repair shops to mend the mechanical issues we encountered. They were also responsible for some of the stunning photography posted on social media.

"To say I am very proud of the team is an understatement. In total, the team as whole, completed the following: 2,111 miles; 94,600 ft of climbing; 864,000 calories burned; and 4,536,000 peddle turns (cadence)

"The end of the ride saw us cycle, as a complete team, into The Border Field State Park and was followed by an end of ride party hosted by Alan Reece and Kevin Harvey of Panoramic Doors, who have operations in both the US and UK. It was a wonderful gesture and a fantastic way to end the ride. Their generosity didn't stop at the party as they also donated $3,000 to the B2B fund.

"Thank you to everyone that has supported us throughout – and not just from GM Fundraising and the Border2Border team, but from all the children, families and staff at Hope House. We will be announcing the grand total soon but in the meantime you can still support the team through our just giving page https://www.justgiving.com/teams/GMFB2B"

www.gmfundraising.co.uk

READER ENQUIRY NO: 0816/0116

GAMING MARATHON RAISES £550 FOR MACMILLAN



Two members of staff from Hurst Plastics recently took part in a novel 'marathon' to raise more than £500 for Macmillan Cancer Support.

Marketing Communications Manager Steve Daniels and Jon Holmes from IT Support ditched sleep for playstation pads when they organised a 24-hour gaming marathon to support the charity.

Steve and Jon were joined by three more gaming enthusiasts for their mammoth gaming session which was held at Hurst's headquarters in Kingston-upon-Hull. They played some of the most popular games and livestreamed their video game play to compete with international gamers from all over the world. The team - known as 'the salty knights' - has already raised £550 for Macmillan, with more donations yet to come.

Steve Daniels said: "I wanted to do something to raise money for Macmillan but a conventional 26-mile marathon just didn't appeal. The 24-hour gaming session was perfect as I'm a big gaming addict. It was great to form a team of fellow gaming fans for the fundraiser and to play in real-time with gamers from across the globe. The sleep deprivation was tough, but it was well worth it to raise money for a fantastic charity."

With a vast knowledge of IT, both Steve and Jon have been heavily involved in developing and delivering Hurst's industry leading IT package. At the heart of the package is the company's bespoke 'Hurst Live' system, which fully updates and supports Hurst customers. This sophisticated account management system is now an invaluable resource for more than 1,000 of Hurst's live account customers who can access technical data, track and trace orders and order and price doors at any time.

Hurst Live links seamlessly with Hurst's fleXipod GPS system, which keeps customers fully updated with accurate, real time information on their scheduled deliveries.

Tel: 01482 790790
www.hurst-plastics.co.uk

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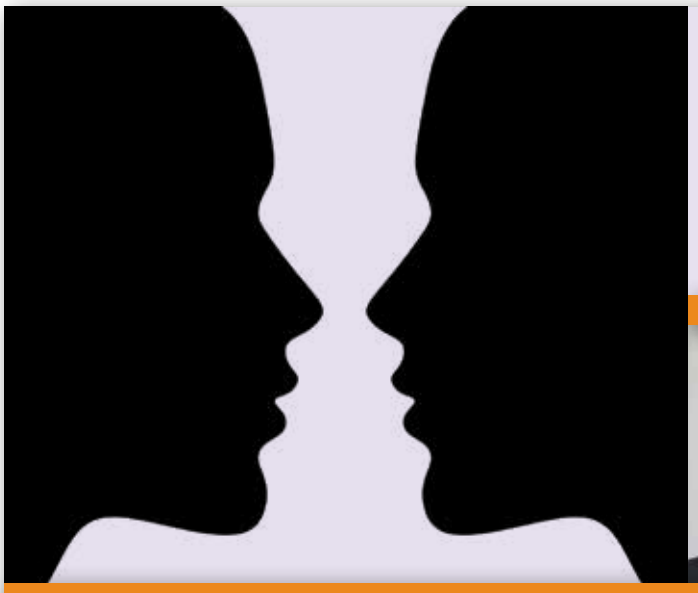

FACE TO FACE



THIS MONTH: Ian Miller, Pace Resourcing

Ian Miller has become one of the leading players at Pace Resourcing, helping businesses from the profile and architectural ironmongery sectors to recruit the best candidates in the market.

IT'S ALL ABOUT YOU

Where you were born and live, currently…

I was born in a little village called Royston in Barnsley and have lived there all my life – if you don't count travelling the length and breadth of the UK and Europe on business for the last 25 years!

Your favourite sports or interests…

I am not personally a big sports fan but I got interested in fishing when my son took it up and was as proud as any parent could be when he qualified for the Sky TV covered National Fish-O-Mania competition last year coming second in the juniors. It was an amazing experience to be there, and seeing him compete at such an incredibly high level was a real thrill.

Your biggest regret in life…

Thinking too much about work when I was younger and losing site of important home values. The biggest piece of advice I would give anybody starting out is work as hard as you can to maintain a good work-life balance.

Something or someone that inspires you…

They say in life that there are two things which never come along at the same time – youth and wisdom…and how right they are. It is only in recent years that I have realised that the best values are already within us, and this came from my parents.



I was recently able to watch my dad be presented with the French Medal of Honour at the age of 91 in recognition of what he did in France in WWII. It made me realise that you have to do whatever is required of you at any given time in your life. I have also taken great inspiration from my mum (RIP mum) – the lessons they taught me and the values they gave me will stand me in great stead for the rest of my life, and if I can pass some of those on to my children then they will be all the better for it.

The temptation you can't resist…

Turkish Delight bars – unlike most of the bars we remember so well they're still great after all these years. I also can't resist biographies and self-management books. My collection is already too large…but keeps on growing.

YOUR CAREER

When and how you joined this industry…

I joined the industry in 1989 working for Door Panels PLC and I can still remember my first mobile phone….it was the size of a house brick! I joined as a Junior Salesman and since then I have worked at Bowater Halo, Hoppe, and the FIT Show. I have a lot of industry knowledge stored up for a rainy day, and have met an incredible number of people in that time.

Your greatest achievement…

Turning two left feet into Latino dancing weapons! I took up dancing some years ago and now enjoy, and teach Salsa, Kizomba, Bachata, Jive and Tango. If the Window Industry decided to run its own Strictly Come Dancing I would be the first to volunteer. It has helped my whole outlook on life and given me renewed energy.

The mistake you'd like to correct…

I would like to have travelled more when I was younger – there is a big wide world out there and lots for us to see and learn. The world is not as safe a place as it used to be and travelling now would be more difficult and dangerous.

The talent you would like to enhance…

I really like to try to motivate people, and to make them smile. I can see a public speaking course beckoning, it is something I would like to do much more of.

AND YOUR FUTURE

What you would like to do if you weren't in this industry…

Definitely travel and tourism – travel really broadens the mind. I wouldn't try to re-create my days as a junior sales rep for a holiday company however, something much more mature and sophisticated now.

A particular ambition…

To continue working successfully doing what I really enjoy doing, selling and putting good people together so that everybody benefits.

If you would like to appear in 'Face to Face', or would like to nominate someone else to be featured, simply email **chris@glassnews.co.uk**.

A YEAR OF IMPROVEMENT
AN INITIATIVE FROM GLASS NEWS & THE GAP ACADEMY

MONTH 8 – AUGUST 2016

UNLESS YOU'RE THE LEAD DOG THE VIEW NEVER CHANGES

During LBBP (life before building products), I was asked to help a mining equipment sales team embrace the start of each new selling week rather than confront it with trepidation. As part of the project I spent every Sunday writing a short light-hearted column called TFIM.



For one of them, I put my own spin on a great little tale I'd read somewhere about the owner of a small family business who was in deep doo-doo. Creditors were calling and there seemed no obvious way out. The business was about to fail for the first time in five generations.

One day when it all became just a bit too much, the owner found himself sat on a park bench with his head in his hands.

"Forgive the intrusion, sir, but I can see that something is bothering you," said a sprightly-dressed elderly man. "They say a problem shared is a problem halved – and I have nothing else to do other than listen."

After hearing the tales of woe, the old man said, "You know, I think I can help you."

He reached into his overcoat pocket and pulled out a cheque book and smart fountain pen. Having asked the man for the name of his family business, he scribbled for a moment before pushing the cheque into the man's hand. "Tell you what. Take this money on the condition that you agree to meet me back here exactly one year from today. You can pay me back then." And with that the old man shuffled away.

Baffled but intrigued, the business man unfolded the cheque and was staggered to see that it was made out in the sum of $500,000 and signed by John D. Rockefeller, then the world's richest man

Though tempted to bank the cheque and wave goodbye to all his financial woes, the businessman realised it would have more value as a comfort blanket than a bail-out and instead set up a new Very Last Resort file into which he stuffed the cheque.

With a new lease of life he engaged with angry suppliers and creditors rather than hide from them, and launched an invigorating campaign of motivation and empowerment incentives for his sales team. By the time the anniversary of the encounter with his benefactor came around, he had not only squared-off all his arrears, but had generated enough positive cash to secure leases on three new factories.

At the agreed time for the rendezvous, he returned to the park bench with the un-cashed cheque tucked away in his pocket.

Within a few minutes, he saw the old man shuffle towards him.

Just as he was about to welcome his saviour and share the story of his remarkable year of recovery and growth, a nurse came sprinting up to them both.

"Oh my God, there you are Albert. You gave us all such a shock," she said trying to catch her breath.

Turning to the bewildered businessman, the nurse said: "Thank you so much for catching Albert's attention, sir. He's a truly lovely man but is prone to wander. I hope he hasn't been bothering you. He hates being a resident of the nursing home and is always catching us off guard by slipping out wandering down here into the park to talk to people. I imagine he's been telling you one of his stories. Who was he today, Frank Sinatra or John D Rockefeller?"

"Come on Albert, let's get you back for afternoon tea," she said, gently catching hold of the old man's hand.

As he was turning to walk with her, Albert winked and smiled impishly. "Never stop backing yourself, young man."

Now, while it was comforting to believe he had half a million dollars behind him, in the end the businessman flourished because he realized that he - and only he - owned his future. He backed himself to succeed. We can all identify goals and work out what we'd like to change, but most of us will die wondering about could've and should've. Be bold - unless you're the lead dog the view never changes.

Paul Sowerby is Group Sales & Marketing Director at Rockdoor manufacturer GAP UK Ltd, and author of My Name's Paul And I'm A Bullshitter; a brave new personal development book and seminar programme for sales and business development professionals.

By Paul Sowerby
www.paulsowerby.co.uk

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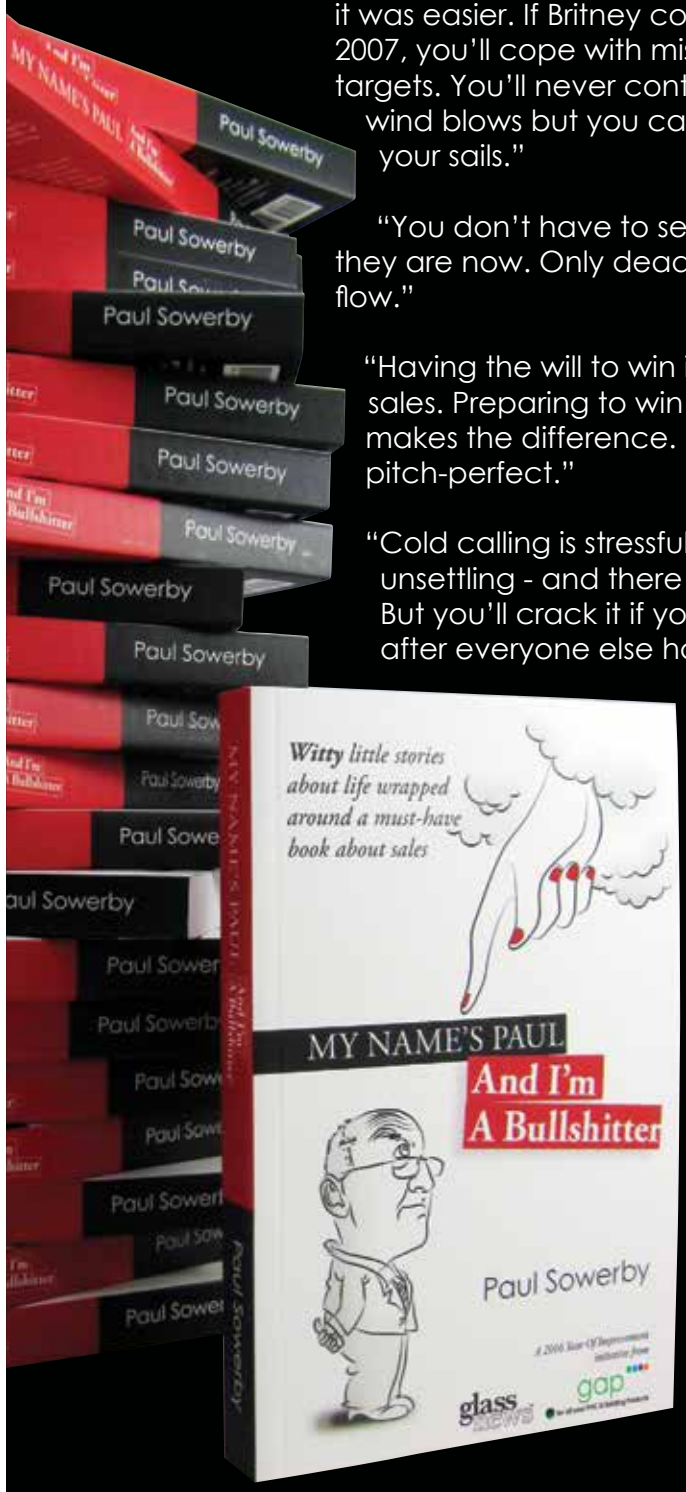

"Focus on getting better rather than wishing it was easier. If Britney could get through 2007, you'll cope with missing a few sales targets. You'll never control the way the wind blows but you can adjust the set of your sails."

"You don't have to settle for things as they are now. Only dead fish go with the flow."

"Having the will to win is important in sales. Preparing to win is what really makes the difference. Learn to become pitch-perfect."

"Cold calling is stressful, daunting and unsettling - and there are no shortcuts. But you'll crack it if you can hang on after everyone else has let go."

"Lighten up and have fun. Sales is the best job in the world if you don't take it too seriously. The best salesmen and women never really grow up - they just learn how to behave in public."

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NEW APPOINTMENT

VBH STRENGTHENS UK GREENTEQ DESIGN TEAM

VBH has expanded its product development team with the appointment of Aidan Lynch in the position of Technical (CAD) Designer.

Aidan joins VBH to help with the design of the company's own greenteQ products and will be based at the Gillingham head office.

Technical Manager Melvin Hutton advises 'greenteQ has become extremely popular with fabricators and installers since we launched the brand in 2009, and we are constantly developing new products to offer the market. For example, we have recently introduced Q-Star, our own TS007 profile cylinder, and have many other exciting new products in the pipeline, including a 2-star security door handle and additions to our stainless steel furniture range.



'Aidan brings with him a great deal of expertise and his skills will complement those of our existing greenteQ design team that is spread across the UK, Germany and the Far East.'

More information on the greenteQ range can be downloaded from www.vbhgb.com or can be requested by calling VBH on 01634 263300.

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0816/0121

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CAREERS

40 YEAR CELEBRATION FOR STEVE

Celebrations have been taking place at leading hardware supplier Kenrick as Steve Williams, Sales and Marketing Director at the firm, celebrates 40 continuous years' service in the window industry.

Steve joined the industry in 1976 as a junior draughtsman with Plastal Ltd, which was one of only two PVC-u fabricators in the UK. He then took on the role of Factory Manager with another window fabricator before moving to one of the UK's first hardware distributors where he worked for nearly 20 years in a variety of sales roles. Steve then moved to Groupco - a Kenrick customer - where he became familiar with Kenrick's products, before joining another major hardware distributor. He took on the role of Sales and Marketing Director at Kenrick in 2012 and has been instrumental in developing and launching a number of new products to the market since joining the West Bromwich-based company.

With a vast experience in both hardware and PVC-u window fabrication (Steve is able to fabricate windows and doors from profile bar length to the finished and installed product), he has a rare skillset coupled with an understanding of the needs of the fabricator, installer, distributor and homeowner.

Steve says: "I am really pleased to celebrate this notable milestone in my career. The way that hardware products are manufactured, distributed and sold has evolved since I joined the industry in the mid-1970s. I am proud to have been at the forefront of championing British hardware and to help the sector to develop and prosper. Kenrick is passionate about quality and innovation and I am looking forward to building on our reputation and strengthening our portfolio of hardware solutions."



Steve Jones, Kenrick's Managing Director, added: "Congratulations to Steve. 40 years in this industry is a rare achievement. Steve is a key member in our team of technical and design experts, which has collectively notched up more than 150 years of experience in the industry. We all agree that hardware should never compromise on quality and Steve will continue to drive the business forward as a great ambassador for Kenrick."

Kenrick is a leading supplier of hardware solutions for PVCu, aluminium and timber window and door systems. The company has a proud heritage spanning more than 200 years, having been established by Archibald Kenrick who manufactured buckles and livery fittings. Kenrick's range of top quality products includes the market leading Excalibur multi-point locking system, the four-point Centurion system and the Easifit and Espagnolette locking systems.

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NEW APPOINTMENT

PHOENIX DOORS APPOINTS NEW BUSINESS DEVELOPMENT MANAGER



Phoenix Doors, part of the MASCO UK Window Group Ltd, has boosted its sales team to four with the appointment of Dean Foley as Business Development Manager.

Dean's extensive sales experience includes the composite door sector and he is responsible for growing further the company's successful GRP composite door and PVC door panel ranges in the North East Midlands.

Phoenix Doors' Sales Director, Haydon Statham comments: "In creating this new role, we're delighted to have Dean on board. He's got some great ideas, many personal contacts and he brings a fresh perspective, enthusiasm and drive into Phoenix."

Dean adds: "It's an exciting time to be joining Phoenix Doors as this growing company plans to move into new larger premises at the end of the year. Benefiting from investment and the backing of one of the largest companies in this industry, its quality products are designed for all market segments. I'm looking forward to helping to expand and strengthen Phoenix's presence in new areas of the country."

For more information, please call Phoenix Doors on 01487 740469, email info@phoenixdoorpanels.co.uk or visit the website at www.phoenixdoorpanels.co.uk.

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0816/0124
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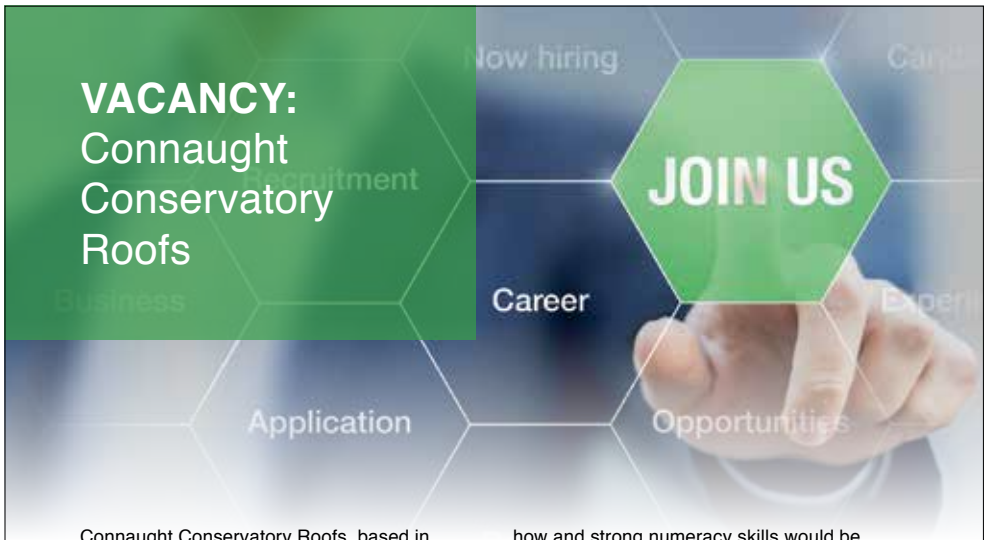

VACANCY:
Connaught Conservatory Roofs

Connaught Conservatory Roofs, based in Rotherham, South Yorkshire are one of the most successful, prominent and long established roof fabricators in the UK. They are looking to recruit a new team member to join the Order Processing/Quotation/Material ordering department.

The successful candidate will, ideally have a knowledge of the Conservatory/Solid roof sector and be conversant with industry terms and practices. Proficiency in Microsoft office products, Auto-CAD, computer know-how and strong numeracy skills would be advantageous. Connaught do use industry bespoke software but training will be given on these programs if required.

Other experience in the Fenestration industry, maybe a previous role in processing for the double glazing sector would be considered as potentially suitable.

Connaught offer an attractive salary and good working conditions with a strong team ethos. The role is a based on a Monday to Friday working week.

CONNAUGHT

Apply in the first instance by Email to David Gallagher at:
david@connaughtconservatories.co.uk

0816/0125

NEW APPOINTMENT

RIK HENDERSON JOINS AWARD-WINNING FIT SHOW TEAM

The team behind the industry-leading FIT Show is delighted to announce that Rik Henderson is joining the FIT Events team as Sales Executive.



With almost 15 years' sales experience under his belt, Rik is well accomplished in industry shows, with hands-on experience as both an exhibitor and as part of the organisational team. As Rik explains, he's looking forward to joining the FIT Show team: "I'm excited to be joining a successful and established team as the award-winning show moves to the UK's best exhibition venue, the NEC."

FIT Show Event Director, Nickie West says: "Rik will be joining the FIT Events team in July, along with some other new appointments: Sara Mikunda will be resuming the role of Marketing Manager for FIT 2017 with immediate effect, Jackie Hughes will be responsible for our glittering gala dinner and Sue Boreham will once again be heading up our seminars. Other changes include Client Services Manager Doe Holden, who will be adding more variety to her role for FIT 2017. Doe will be taking an involved role with registration, FIT Awards, student ambassadors and generally working close with me in the run up to and during the show."

Nickie is also pleased to confirm that Preston-based Motionlab has been reappointed as the creative marketing agency for the show: "Motionlab has been the FIT Show's lead branding and online marketing partner since the event launched in 2013, and we are delighted to have them on board for 2017 too. We're excited to share the creative concepts for 2017 with our exhibitors and visitors soon!"

Rik and the team above will be joining familiar FIT Show faces; Chairman Matthew Glover, Managing Director Paul Godwin and Director John Beaty. Area Sales Manager Freya Humphries is the person to contact if you're interested in taking part in FIT 2017 and Marketing Communications Executive Will Lavin is responsible for handling the FIT Show's PR output.

The FIT Show will return to a new venue for next year, at Birmingham's NEC for May 23rd to 25th 2017.

READER ENQUIRY NO: 0816/0126

NEW APPOINTMENT

PROMAC GROUP ANNOUNCES THE APPOINTMENT OF LEE MARRIOTT

The Promac Group has announced the appointment of Lee Marriott as Regional Sales Manager South.

Having first entered the window industry as a sales executive with Emap and Glassex in 2004, Lee joined Window Widgets and Eclectic in 2009 in sales and business development roles. This included support for its launch of the R9 and the roll out of the system to fabricators.



Commenting on his appointment Lee said: "Supporting the launch of R9 and setting fabricators up on the system gave me a really good understanding of line set up – how it's not only about the right machinery but the set-up of that machinery and the factory floor layout.

"That's what Promac is so good at. It's not just about the range of machinery that it supplies but the expertise that it has in factory design as well as through-life support and its consumables offer."

Joe Hague, Managing Director, the Promac Group, said: "It's a good appointment. For Lee in his fit with our business and the opportunities that the role gives him and for us in the ideas and the relationships that he brings to the table. Our philosophy is built around innovation and Lee's drive and energy means that culturally, he's a very good fit."

The Promac Group supplies PVC-U, aluminium and glass processing machinery from FOM Industries, BDM, Pertici and Forel.

For more information log on at www.promac.co.uk or call 01788 577 577.

READER ENQUIRY NO: 0816/0127

NEW APPOINTMENT

SWIFT PROMOTION AT LEADING FOAM TAPE SEALANTS MANUFACTURER

Andrew Swift has been appointed national sales manager for one of Europe's leading suppliers of foam tape sealants, ISO-CHEMIE.

Taking on the role following promotion from senior technical sales consultant and bringing more than 20 years' experience in the UK fenestration sector to the role, Swift will have responsibility for the firm's UK sales and marketing activity and strategy, overseeing the team of technical sales advisors.

The move comes as ISO-CHEMIE is gaining increasing traction in the UK market, developing significant new business and growth among window and doors fabricators, installers and specifiers for the company's range of advanced sealants.

ISO-CHEMIE specialises in the manufacturer of foam products from polyethylene (EPE), polypropylene (EPP) and polyurethane (PUR) using the latest production techniques. Its products are used for the fast and effective air tightness sealing of windows as well as other joint and gap sealing applications in the building, eco-build and construction sectors.

Peter Thompson, UK general manager – ISO CHEMIE, said: "Andrew's promotion is thoroughly well deserved and will be a significant boost to our UK operations.



Andrew Swift, the new national sales manager for ISO-CHEMIE.

"He has a lot of fenestration expertise and experience which coupled with his sales management skills, will be of benefit as we continue to promote the efficiency advantages of our range of solutions to customers requiring improved installation times and quality."

Tel: 07837 337220

More at www.iso-chemie.co.uk or email a.swift@iso-chemie.co.uk.

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SAINT-GOBAIN GLASS APPEALS TO BROADER HOME IMPROVEMENT MARKET WITH SGG E-CLEAR A

Saint-Gobain Glass is challenging the hard-coat domestic retrofit market with the launch of SGG E-CLEAR A, an entry-level low-emissivity (low-E) glass designed to achieve a minimum WER 'B' Rating but with a number of specific advantages over existing online products.

Higher clarity and lack of haze are principle benefits over many pyrolytic (hard-coated) glasses, along with lower surface reflection and better insulation.

Saint-Gobain Glass Marketing Manager Karen Clough explained the market positioning for the new product: "Saint-Gobain has always led the field with high performance glasses of all varieties and functions for the architectural and larger domestic installation markets. Now, we have E-CLEAR A, designed specifically for the smaller domestic retrofit businesses seeking to achieve a good Window Energy Rating that outperforms existing products in the sector in a number of ways."

Saint-Gobain Glass has constantly pushed the boundaries in high performance offline coated products. The introduction of SGG E-CLEAR A now significantly widens the appeal of the low-E glass range, bringing it within reach of those customers who rely on fine distribution who may also be working with limited processing machinery.



SGG E-CLEAR A has an optimum centre pane U Value of 1.3 W/m^{2}K, enabling it to achieve a minimum WER 'B' Rating with warm edge spacer and PLANICLEAR counter pane. For processors, it has an improved toughening cycle time, an elongated shelf life and does not require edge-deletion.

For more information about Saint-Gobain, visit www.saint-gobain.com or www.saint-gobain-glass.com and the twitter account @saintgobain.

READER ENQUIRY NO: 0816/0130

ANOTHER SUCCESSFUL AMBI FUSION INSTALLATION

TuffX's customer Matthews & Peart have completed their installation of Ambi Fusion Roof Glass on a stunning countryside home in Shropshire.



The home had an existing 10 year old conservatory glazed roof which the homeowner complained of it being too hot and too bright in the Summer. They were looking for a solution and were offered tiled effect roofs from other companies. Matthews & Peart offered TuffX's new Ambi Fusion product and after showing them a sample they were impressed with its' specification which reduces the suns glare whilst still allowing light in.

A combination of Ambi Fusion and Self Cleaning glass was used. The installation took a team of 2 just a day and a half to complete. Matthews & Peart commented on the quality and service of TuffX's product. The homeowner said they were delighted with the product with friends also offering up complimentary remarks and interest.

TuffX Director Graham Price commented: 'It doesn't have to be doom and gloom in a dark room when it can be light and bright with Fusion White!'

READER ENQUIRY NO: 0816/0132

8 NEW TYPES OF ACOUSTIC GLAZED UNITS IN PRESS GLASS OFFER

Press Glass has been successfully expanding its offer of glazed units. Recently on its web site the Company informed about the introduction of 8 new types of glazed units, after laboratory tests for acoustic insulation. The list of glazed units has been expanded with acoustic glazed units with the parameters of 33, 35, 38, 39, 40 and 43 dB. The offer of the Company covers now 86 types of acoustic glazed units.

No.	Structure [mm]	Rw [dB]	C [dB]	Ctr [dB]
1	6/12Ar/6T	33	-1	-5
2	6,4 (VSG 33.1)/12Ar/6,4T (VSG 33.1T)	35	-2	-6
3	6T/12Ar/6/12Ar/6T	35	-2	-7s
4	4T/12Ar/4/12Ar/6,4T (VSG 33.1T)	35	-1	-6
5	8,8 (VSG 44.2)/12Ar/8,8T (VSG 44.2T)	38	-2	-6
6	8,8T (VSG 44.2T)/12Ar/4/12Ar/8,8T (VSG 44.2T)	39	-3	-8
7	8,8T (VSG 44.2T)/12Ar/6/12Ar/8,8T (VSG 44.2T)	40	-3	-8
8	8T/12Ar/6/12Ar/10,8T (VSG 55.2T)	43	-2	-6

T – Thermofloat (pane with a thermal insulating layer). Ar – Noble gas Argon.

"For many Rw values we are able to propose several types of panes; for value Rw=40 dB we have as many as 10 versions which is evidence of the flexibility of our offer. We supply products confirmed with the required certificates confirming the approved use thereof all over Europe and in North America. By expanding our new offer with new items, in agreement with our Customers, we send an explicit signal that we understand and support individual needs of our Buyers." adds Gerard Plaze, manager of the promotion department.

Some time ago Press Glass also initiated a special acoustic glazed units configurator which can be used both on our web site and via free mobile application PRESS GLASS MOBILE.

Plaze says: "The acoustic glazed units configurator is a response to our Customers' expectations since it allows to focus the search area to the variants of panes compliant with the user's expectations. The available glazed units may be compared both in terms of the weighted sound reduction index and the correction indices as well as the details relating to the weight, security class or glass thickness in the glazed unit. This offers major support to our Customers as the configurator accelerates the analysis of the available variants of glazed units and the selection of the desired option, in particular with such broad offer."

READER ENQUIRY NO: 0816/0131

SPOT THE DIFFERENCE

PRIZE!

WIN £10 CASH PRIZE!!

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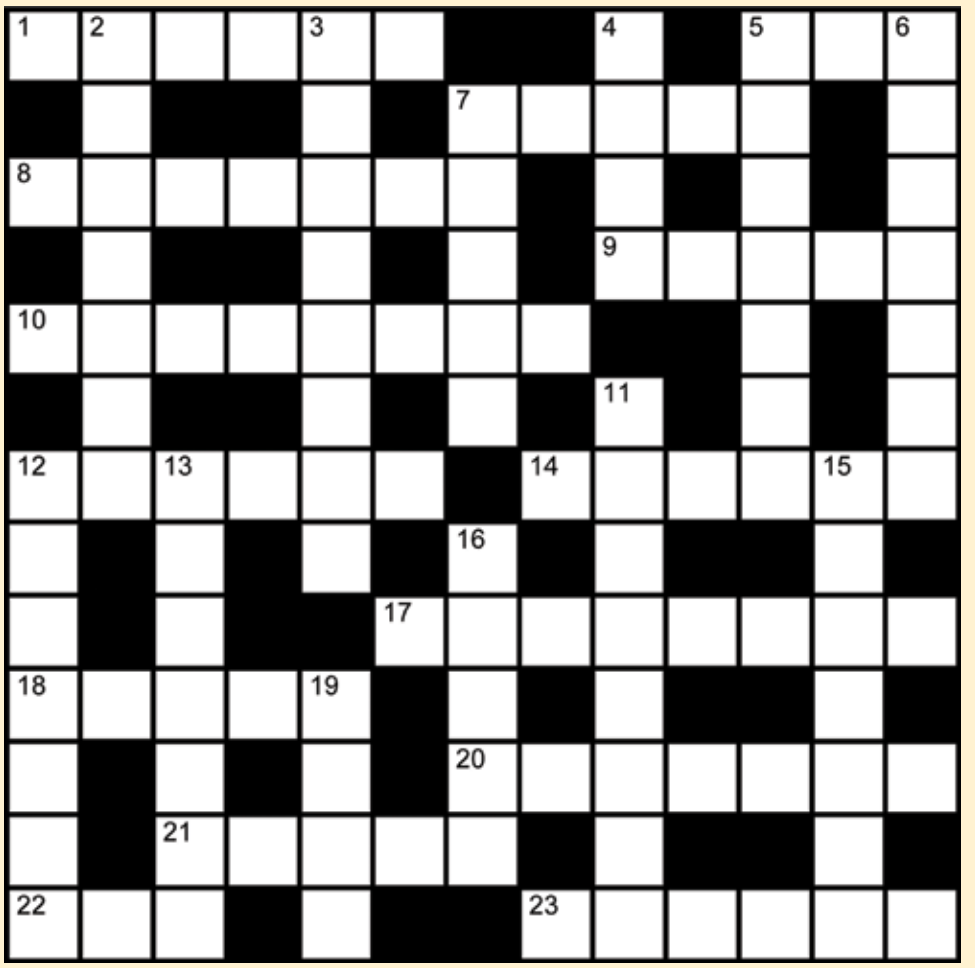

Compiled by Tony Lazenby

WIN £30 CASH PRIZE!!

PRIZE!

Fill in all the answers in the grid from the clues below, fill in your contact details below and send your competition entry to: FAO: Miss Christina Shaw, Glass News Competitions, 12 Sunderland Street, Tickhill, Doncaster, DN11 9QJ. Entry deadline: 20/08/16.

Across

1 A fish dish that's largely a fraud (6)
5 A gathering of fat at the stern of a ship (3)
7 One can do it with both time and money (5)
8 Huge outcome of one millimetre seen to be wrong (7)
9 Have courage – never give up! (5)
10 Created music when calmed and settled (8)
12 Part of flowering plant in pasta menu (6)
14 Goes across mountain tracks (6)
17 In small part, priest gets something done (8)
18 An armature - whichever way you look at it! (5)
20 A clown in good physical condition with nothing on! (7)
21 It's quite inappropriate to be part of a gun duel (5)
22 To do it is human (3)
23 Metal mix-ups! (6)

Down

2 Lift from cot and console (7)
3 Tiny apertures sink lone ship! (8)
4 A vessel which carries fruit of the vine (4)
5 Talk about your home perhaps (7)
6 The star turn makes menaces (7)
7 Observes over 10 males and females (5)
11 It's unrealistic when kay leaves a cufflink twisted (8)
12 It reels about to become totally clean (7)
13 It's unprofessional to stir a rum tea (7)
15 Careful management of resources (7)
16 An inducement of soft cheese on a bit of bread (5)
19 Initially, really upbeat dad ends bad mannered (4)

Name: Tel:

Address:

Postcode:

Email:

PRIZE SUDOKU

PRIZE!

		9					5	
6			3			2	8	
4	3			9			7	6
7			6	8	3			
5		6	1		2	7		8
			9	5	7			1
8	6			3			2	4
	5	3			6			7
	2					3		

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SO WHATSAPP WITH RECORDING CONVERSATIONS....??



People photograph, video and record anything and everything with their mobile phones these days including covertly during meetings and phone calls with employers, negotiations and complaints. But can they be used as evidence in court?

While there's no law against it, there are obvious issues in identifying the parties on the recording, although all too often we identify ourselves at the start of conversations and meetings.

Additionally, recordings are "hearsay" that's to say a statement made out of court and sought to be relied on as proof of a matter in question. This can be a big ask, especially if there's no corroborative evidence. However this issue can be overcome if the people concerned appear as witnesses in court, allowing the other side the opportunity to question and cross examine.

Consequently and given the potential for the person doing the recording to "lead" the other into giving answers in a certain way and out of context, hearsay is treated with caution and naturally often not given the same weight as documentary evidence.

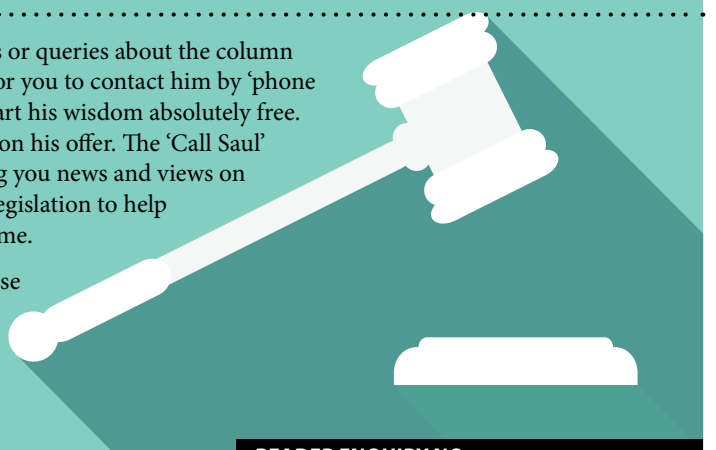
But, aside from that, it is admissible providing they comply with the relevant sections of the Civil Procedure Rules which deal with hearsay. Here the civil law parts company from its criminal counterpart, where the Court has the power to exclude hearsay evidence if it has been obtained illegally or improperly.

So, in short and despite possible Data Protection, Human Rights and of course disclosure risks, if you said it, be prepared to be bound by it.

If you have any questions or queries about the column subject, Philip is happy for you to contact him by 'phone or email and he will impart his wisdom absolutely free. So please, take Philip up on his offer. The 'Call Saul' column will try and bring you news and views on current and impending legislation to help you keep ahead of the game.

And why 'Call Saul'? Those aficionados of TVs Breaking Bad will understand!

Chris Champion
Editor



READER ENQUIRY NO: 0816/0133

ABOUT Philip Harmer

Philip Harmer is a Business Lawyer and partner at Stormcatcher Law specialising in employment and business legal services. His real world experience in construction and property as well as car sales, repair centres, and finance and leasing, give him a true commercial outlook to the business of law pertaining to commercial and company law including employment, anti-bribery, competition and ethics, anti-money laundering, consumer law and trading standards, for the small and medium sized businesses, as well as PLCs and large firms.

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- **25 years** anti-corrosion warranty on Trojan stainless steel, chrome and gold door handles and stainless steel letter plates.
- **10 years** door warranty on Fullex door locks, Trojan flag hinges and Kenrick door cylinders.
- **10 years** casement warranty on Total Hardware friction stays and espags, Trojan window handles and Kenrick shootbolts.

INSTALLATION COMPLETION

On completion of the installation you will have the option (subject to terms & conditions of sale) to give the home owner a completed warranty card. For the extended warranty to be registered this card must be completed in full by you the installation company. The unique "manufacturers order number" is the traceability for the future extended warranty. The home owner can validate the warranty online within 30 days of the purchase following the links at the bottom of the warranty card.

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British Standards Institution (BSI) – Standards & Publications
Tel: 0208 996 9001

BSI – Assessment & Certification
Tel: 0845 080 9000

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Tel: 08450 765600

BBSA (British Blind & Shutter Association)
Tel: 01449 780444

Building Research Establishment (BRE)
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Council for Aluminium in Building (CAB)
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Dekura
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Door & Hardware Federation (DHF)
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Double Glazing & Conservatory Ombudsman Scheme (DGCOS)
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Fenestration Self-Assessment Scheme (FENSA)
Tel: 0207 645 3700

Get Britain Building (GBB)
Tel: 0870 162 0936

Glass & Glazing Federation (GGF)
Tel: 0207 939 9101

GQA Qualifications (formerly Glass Qualifications Authority)
Tel: 0114 2720033

Health & Safety Executive (HSE) – Glass & Related Industries
Phil Smith, HM Principal Inspector
Tel: 01782 602300
David Appleton, HM Inspector
Tel: 0115 9712800

Proskills – Head Office
Tel: 01235 833844

Proskills – Glass & Related Industries
Neil Robinson – Tel: 07917 015 322

Recovinyl (via Axion Consulting)
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The Glazing Ombudsman (TGO)
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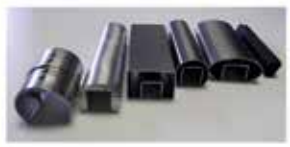

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