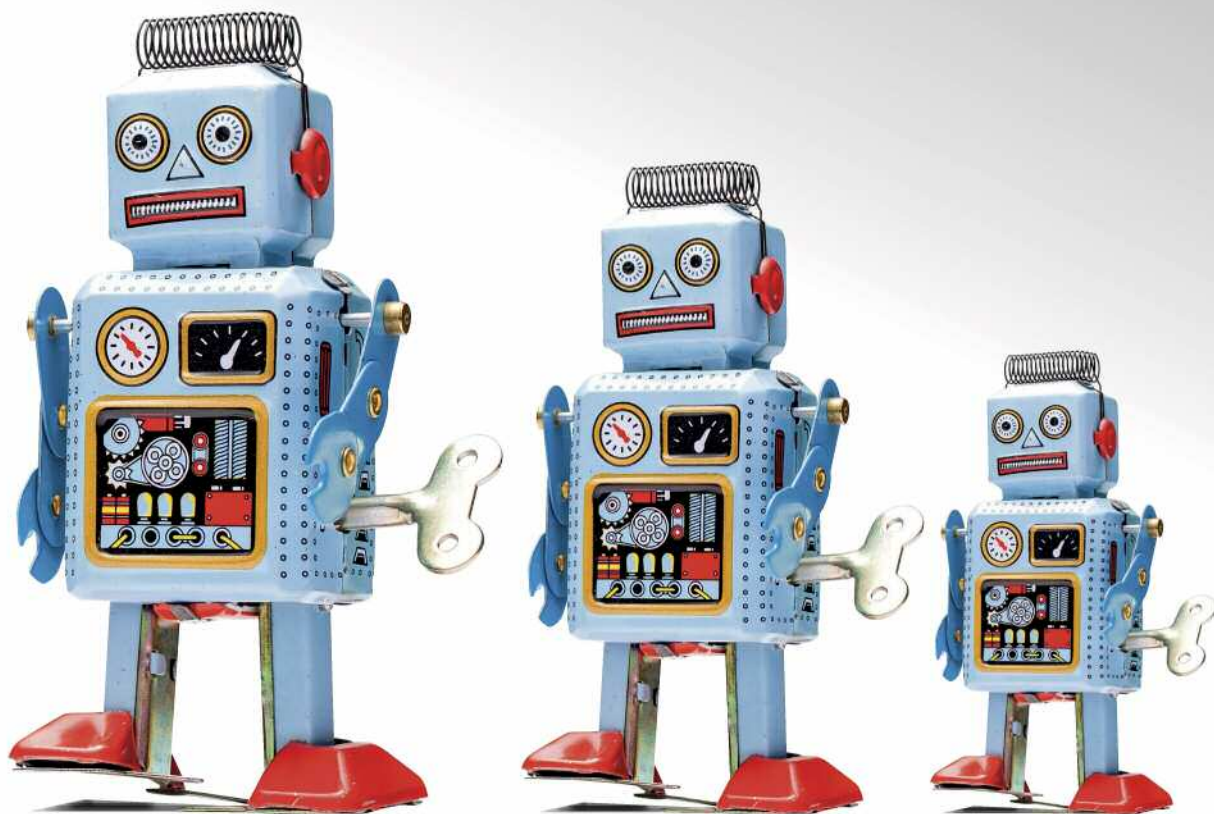


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our readers 2,718

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- 38 local authority & housing associations

april issue deadline
 21st march @5pm

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For those that don't know, PiGs, short for People in Glazing Society, has long been a memorable event for the glazing industry, offering an invaluable opportunity for networking, collaboration, and knowledge sharing in a social and fun environment.

This year marks a special milestone as PiGs celebrates its 10th anniversary under the helm of Balls2 Marketing. To commemorate this occasion, PiGs has undergone a revitalization, with exciting changes to branding and online communications. From a revamped website and logo to

the introduction of a new PiGs newsletter, these enhancements promise to elevate the PiGs experience for the industry.

Whether you're a seasoned industry veteran or a newcomer looking to make connections, PiGs offers a welcoming environment to network, learn, and celebrate the achievements of our industry - with the added bonus of a free bar, curiosity of generous sponsors. I encourage you to consider helping the event by becoming a sponsor but more importantly by joining us at the Birmingham event or one of the other scheduled dates across the UK. Be sure to book a free ticket on www.peopleinglazing.co.uk — we look forward to seeing you there!



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carl f goupco leads the way in supporting customers throughout testing

carlfgroupco.co.uk 01733 393330

As the industry transitions to the newly introduced PAS 24:2022 standard, independent hardware distributor Carl F Groupco has reported an upturn in demand for its product testing support. This detailed testing customer support ensures a seamless process from product selection and sampling to manufacturing, testing, and post-test advice.

John King, Sales Director at Carl F Groupco, explains: "Our team provides hands-on support throughout the entire testing process. The pre-test fit-up process is exacting and extends beyond our products to cover additional elements such as screw selection and reinforcing requirements. Operatives are trained,

and support is provided wherever needed, demonstrating a commitment to ensuring a successful test result."

John continued: "On the day of the test we accompany the fabricator at the independent test centre, ready to address any last-minute queries. It's a complete end-to-end testing support service that our customers value."

The value of this service is a view shared by Affordable Window Systems, one of the UK's leading suppliers of aluminium and PVC-U windows and doors. Affordable Window Systems sought PAS 24 accreditation for its new flush casement window featuring the Yale Flush Sash Shootbolt system and turned to Carl F Groupco for support.

Gary Adshead, Health, Safety and Quality Assurance at Affordable Window Systems, said: "The support provided by Carl F Groupco throughout the PAS 24 testing significantly streamlined the process for us. Their team collaborated closely with us and our various partners, facilitating the coordination with hardware manufacturers, profile and fixing suppliers to ensure the best test outcome. As shown in our flush casement project, we often run indicative testing with Carl F Groupco to address potential issues and ensure a successful first-time pass."

Gary further added, "Our partnership with Carl F Groupco dates back to 1992. One of the reasons we continue to work with them is down to



their collaborative approach and consistent delivery, especially during critical moments. Their team actively engages with us and understands the needs and complexities of our business."

The strength of Carl F Groupco's service support rests on the knowledge and expertise of its staff. John said: "With almost two-thirds of our team having a decade or more of service, coupled with continuous internal training and in collaboration

with our hardware supply partners, we remain at the forefront of industry knowledge providing invaluable assistance to our customers."

Committed to delivering top-tier support, Carl F Groupco remains dedicated to providing its customers with the highest standard of service. As evidenced by their testing support, this service guarantees that customers' products not only meet but exceed industry regulations.

introducing dynamic hardware: the new name in innovative hardware solutions

dynamichardware.co.uk

Dynamic Hardware, a recently established hardware manufacturer founded by industry veteran Tony Chadwick, brings a wealth of expertise and experience to the market. Specialising in state-of-the-art window and door hardware solutions, the company aims to assist fabricators and installers with its impressive product range.

Tony Chadwick, CEO at Dynamic Hardware, said: "From our hardware design innovation to the standards we set, nothing but the best will do. Combined with great industry prices

that benefit fabricators' bottom lines, Dynamic Hardware customers can be sure of success."

Tony highlights three factors that set Dynamic Hardware apart from mass market offerings.

The first is its product design strength because all Dynamic Hardware's products are designed in-house by industry experts with a track record in intelligent hardware innovation. Tony commented "When you choose a Dynamic Hardware product, you benefit from superior design for outstanding functionality, superior aesthetics for an exceptional look and feel. Subject to minimum confirmed order quantities, the team can also work with companies to develop bespoke hardware solutions that give your business a unique competitive edge."

The second is its manufacturing strength that ensures control and quality. All Dynamic Hardware's products are manufactured in its own state-of-the-art 50,000 sqm manufacturing centre in South-East Asia and it has its headquarters and warehouse in Walsall in the West Midlands. Tony noted: "Because we don't work with third-party suppliers, we have complete control of our supply chain. It means we have reliable supply and quality every time."



The third is a depth of industry experience that brings insight and understanding. The senior leadership team at Dynamic Hardware has been involved in hardware design and manufacture for over 40 years, which gives a depth of expertise few can match. Tony said: "We define our values as secure, quality and professional - and we're committed to

bringing those values to every business relationship and every interaction."

Tony concluded: "Dynamic Hardware combines hardware expertise and experience with a relentless focus on excellence to give you the products that make the difference."

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glazpart continues pigs sponsorship

peopleinglazing.co.uk/upcoming-events/

Glazpart is pleased to announce the company will continue to be a sponsor of PiGs (People in Glazing Society) throughout 2024 - PiGs 20th anniversary.

To celebrate being a key event in the industry calendar for the last 20 years and to celebrate PiGs 10th anniversary of Balls2 Marketing organising PiGs, there have been some changes to the branding and online communications including, the creation of a brand-new logo, a revamped website and the introduction of a PiGs newsletter which will add extra news about the people in glazing.

The increasingly popular quarterly events across the UK will continue with the first event kicking off in



Birmingham on 27 March in the popular venue Revolution de Cuba.

On continuing Glazpart's sponsorship, Dean Bradley, Glazpart Sales Director, commented, "We are delighted to continue to sponsor PiGs. It is a great social event to attend and network with people from across the industry. The Glazpart team always enjoy the PiGs events and we are looking forward to the first event in Birmingham in March."

The UK dates and locations for PiGs events 2024 are listed below:

27 March - Birmingham

3 June - Bristol

22 August - Newcastle (PiGs Summer Party)

7 November - Manchester

the board of carl f groupco limited appoints chief executive officer - owen coop

carlfgroupco.co.uk

Since 2019, with Owen as Finance Director of Carl F Groupco, his extensive experience, considered insights, management and leadership skills have been valued by all and proved a great asset to the Company and our employees.

Following University of Central Lancashire BA Hons Accounting, Lean Six Sigma trained; CIMA

Accountancy qualification and MBA (London School of Business and Finance), Owen's business management experience has grown in nearly 25 years working in Manufacture, Supply and Distribution.

Management accountant of major food supplier with responsibility for two processing plants.

Supply Chain Analyst for a prominent health and beauty manufacturer, responsible for



Product Costing, Inventory Control and reporting for two sites. Financial Controller and later European Analyst for leading global protective packaging manufacturer.

Finance Director, UK branch of global Security Packaging with responsibility for Finance,

Procurement and HR teams, co-ordination of Sales and Management teams, Legal and Companies Act compliance, Risk analysis, Supplier negotiations, management of supply contracts and operations co-ordination and control across Europe and South Africa.

The Board are delighted to announce Owen's appointment as Chief Executive Officer effective Thursday 1st February 2024.

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gqa and absolute training solutions get skills bootcamp learners over the line

gqaqualifications.com

GQA Qualifications and its approved centre, Absolute Training Solutions are together helping to give self-employed people the opportunity to build up sector-specific knowledge, learn new skills and further enhance their job opportunities within the green energy sector.

The work is part of a series of so-called 'Skills Bootcamps', which are affiliated to the Government's 'Lifetime Skills Guarantee', funded through the Department of Education's National Skills Fund.

Twenty-four learners have so far successfully completed the green energy Skills Bootcamps through the partnership formed between the awarding and qualifications-writing body GQA Qualifications and Absolute Training Solutions. Skills Bootcamps take the form of flexible courses of up to sixteen weeks. They are fully funded for anyone aged nineteen or over who is employed either full-time or part-time, unemployed, self-employed, a serving prisoner due to be released within six months of completion of a Skills Bootcamp or on temporary release. A cost subsidy is also available for employers wishing to make use of Skills Bootcamps in order to re-skill staff or develop their responsibilities.

Skills Bootcamps are offered in several sectors including Digital, Technical, Green Skills, Logistics,

Construction and Rail. Absolute Training Solutions and GQA Qualifications have concentrated mainly on the area of Green Skills, providing training and Level 3 NVQ qualifications in Cladding Occupations and Curtain Wall Installations with the aim of helping to further the careers of self-employed installers. Interestingly, the course content not only focuses on job knowledge and NVQ evidence, but also covers a number of different topics including health and safety, personal development, equality, diversity and online courses to help develop positive attitudes and behaviours including mental health awareness.

Speaking about their experience, Skills Bootcamps participant, Liam Carter (Fenestration Installation Level 3) said "I learnt many different skills including safety aspects, identifying problems and putting control measures in place. I also learnt more about energy efficiency glazing and the different categories of glass. My new skills will help me on the road to progression within the workplace and help me in the future take the lead on my own gang/work group as a supervisor. Also, it will raise my income to provide extra for my family. It was an absolutely fantastic experience from start to finish. Paul Wingeatt (Tutor) helped me massively during the NVQ level 3 and I would recommend the course to anyone looking to progress."

Drew Hodgkins (Cladding Occupations Level 3) said "The Skills Bootcamp has helped me in many different ways, and I think it has helped me notice a lot more around the site. This includes health risks, how to observe other people's behaviour and what can happen around the work environment. The skills will help me in the future to be able to work more independently as well as improving my teamworking skills. Overall, the experience has been a good one. I am glad to have learnt new skills and achieved my qualification.

Lee Davenport (Fenestration Installation Level 3) observed, "The Skills Bootcamp was really interesting because it taught me about energy efficiency. I learnt



about the different types of glass and the rating system put in place. In the future, I would like to be a manager and eventually start my own company. The Skills Bootcamp has put me on the right path to gaining the skills and knowledge to be successful in the future. My experience during this qualification was brilliant. My Tutor, Paul Wingeatt, was always available to me for guidance and to answer any questions. I would highly recommend the Bootcamp to anyone who wishes to gain qualifications in construction."

Meanwhile Raimonds Herbergs (Cladding Occupations Level 3) commented "I learnt a lot of things I didn't know before during my studies with the Skills Bootcamp. I have gained more confidence because the focus was not just on my skills, but on my knowledge, including how I work with people around me. For example, how to help people who are struggling or feel depressed at home or at work. In the future, I will pass on my knowledge and skills to colleagues and also build on the knowledge gained from the NVQ Level 3 and the Skills Bootcamp. Also, I appreciate the support from my Tutor and Absolute Training Solutions Ltd. When I didn't understand the meaning of a phrase, my Tutor was able to explain the meaning or use other questions and examples to help me understand. Thanks to all the team."

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how to position yourself as an expert

blogwrite.co.uk

Helen Savage, Director of Blog Write and copywriter to the glazing industry for over 20 years, explains how to position yourself as an expert in your field, suggesting it's not just what you say, but how you say it that matters.

When promoting your business online or in print, it can be tempting to try and download everything you know. You want your target audience to see how much technical knowledge you have, how well you understand relevant legislation, or how much insight you have into your industry so they know they can trust you. But part of being an expert in any given field is making your knowledge available and accessible to those who need it. And that means thinking about how you say something, not just what you say.

Ditch the technical jargon

If you want people to engage with what you're saying, it's worth limiting the amount of technical jargon you use. There is nothing worse for a reader than searching a brochure, website, or article for the answer to a query they have, and not being able to find it because there is too much technical jargon to get through. As most of us are time poor, we want copy that is easy and interesting to read and quick to scan for the answers we need.

No one hit wonder

Rather than trying to download everything you know into one feature in one magazine, or onto one web page, break the information down into more manageable articles or blog posts. Not only will this be easier for readers to digest, but greater consistency will also ensure you stay top of mind for prospects and customers. If you think about who you consider to be an expert now, it's likely to be someone whose name you see pop up time and time again.

Be genuinely helpful

When you know a lot about a certain topic and you have been working in that field for a long time, it is easy to think that everyone else knows the same as you and you don't have anything new to offer. This isn't the case. Your customers and prospects are likely to be looking for knowledge, insight, or guidance and if they find the 'free advice' they're looking for from you they will remember you as the company that helped them to solve their problem. This makes them far more likely to come back to you when they're ready to buy or to buy again.

Expertise builds trust

Writing useful and impactful copy in a tone of voice that shares your knowledge and gets your point across without being patronising or too technical, is not an easy balance to strike. But when done well it can help to build trust and leadership and position you as an expert in your field.

For more top tips about copywriting for your business or creating and maintaining a business blog, visit www.blogwrite.co.uk/blog.



 **BlogWrite**
Helen Savage
Director

new area sales manager for the south

jdukltd.co.uk

Soor systems supplier, JDUK, is delighted to announce the latest addition to its team, Jack Walker, who has joined the company as the new Area Sales Manager for the South.

With an impressive background in sales spanning nine years, Jack brings a wealth of experience from the roofing and roofline products, as well as bathrooms industry.

After researching the business, Jack's decision to join JDUK was motivated by the company's ethos, values, dedicated staff, and the extensive product range that has set it apart as a leader in the door systems sector. His expertise in sales, combined with a fresh perspective from his previous industry exposure, makes him an invaluable asset to the team.

Commenting on his new role, Jack explained, "It has been a really exciting transition joining JDUK as I'm completely new to this industry and learning very fast! I really enjoy a challenge, though, and the team have been very supportive. I have an extensive background in sales and have come from industries that have equipped



me with a lot of transferrable skills, so I'm thrilled to be bringing those with me in my new role, along with enthusiasm and outside-the-box thinking!"

The addition of Jack comes at a time of substantial development and innovation at JDUK, meaning he will play a key role in supporting the company during this exciting change. Jason Wade, Sales & Marketing Director at JDUK, says "Jack has built a very impressive career in sales and has a wide range of skills from different industries that will serve him well at JDUK. There has been a lot for him to learn and I'm really impressed with how quickly he's adapting. The team and I are looking forward to seeing what Jack and JDUK will achieve in 2024 and beyond during the company's exciting developments."

swisspacer celebrates 25 years

swisspacer.com

In the 1990s, companies and research institutions increasingly began turning their attention to energy-efficient construction products as a means to reducing heat loss in buildings.

Their focus quickly settled on a small component in the glazing edge of insulating glass units – the spacer bar. From the outset, the term "warm edge" was intended to emphasise the improved thermal insulation these plastic spacer bars provided compared to conventional metal spacer bars. The warm edge has since become firmly established in the construction industry. Manufacturers like Swisspacer are to be thanked for that.

Founded 25 years ago, the Swiss company has developed into a driving force and innovation leader – which is also evident in the rapid growth in production capacities: "Since I joined in 2015, our output has almost doubled," says Matthias Bach, who was appointed new CEO at Swisspacer in October. He continues: "For example, a simple, manageable production hall with materials stacked on the floor is today a highly efficient, heavily automated



plant with a modern high-bay warehouse."

To mark the company's anniversary, the new Swisspacer logo appears fresh and self-confident: "The two vertical lines that frame our logo and the new colour choice are more than just graphic elements," stresses Eunike Heil, Lead Brand Management. "Simple and yet clear, they highlight the position and value added of our spacer bars – in the cavity between the panes, they make the difference between warm and cold, between indoors and outdoors." The logo and colour choice simultaneously visualise the multifaceted nature of the company and its affiliation with the Saint-Gobain Group.

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kömmerling at home partner programme announced

kummerling.co.uk 01623 579600

profine UK Ltd is set to make a major impression in the window and door market in 2024, with the launch of Kömmerling At Home, a partner programme aimed at manufacturers, installers, and other business associates.

With Kömmerling At Home, partners will gain access to more than just consumer leads, as it is comprised

of a unique digital hub that delivers support tools and useful assets for marketing, technical and business needs, up-to-date industry-related news, and access to a greater understanding of Kömmerling's extensive product range.

Arguably, the Kömmerling At Home Training Academy is likely to be one of the most important elements of the partner programme. This will provide certified online training for the partners' employee learners, free live monthly online coaching webinars and access to an 'Ask an Expert' enquiry forum, among other functionality.

Kevin Warner, sales and marketing director commented: 'Kömmerling At Home has been part of our strategic vision for the last 12 months, with the view to gaining strong insights into our complete supply chain. It is important that Kömmerling products stand out for our customers and meet their



needs and the high expectations from consumers of what to expect from a global brand.' He added: 'We feel the programme will provide key benefits for our partners to help them grow

and succeed. It is designed to educate, impart knowledge and strengthen their ability to work with Kömmerling in order to enhance their long-term relationship with us.'

launch event for new living space system

conservatoryoutlet.co.uk

Home improvement companies from across the United Kingdom attended a private launch event to learn about new conservatory transformation products that will change how existing structures can be converted into new year-round spaces.

The new system offers homeowners unrivalled flexibility when it comes to design and is also five times more energy-efficient than current construction methods. Crucially, for the installers, the system is far quicker and easier to work with, compared to

using traditional bricks and mortar. Organised by Conservatory Outlet, the day included introductory seminars on several new living space products, their competitive advantages, and an overview of bespoke marketing campaigns. Attendees also got the chance to take part in product demonstrations and speak with key personnel from the company.

"It's great to see our Premium Retail Network come together to learn more about our plans for the year ahead and see our new conservatory transformation products first-hand," begins Greg Kane, Conservatory Outlet's CEO.

"Our partners enjoyed a successful 2023, with many of the businesses we work alongside recording year-on-year growth. We've been working hard to develop new and exciting products and services that will benefit our customers and allow them to provide homeowners with the solutions they need. We aim to provide our Premium Retail Network with the tools they need



to thrive – which is why days like today are so important. We don't just launch new products, we give everybody unique access to training and development events like this, so that everybody is equipped with the tools and knowledge needed."

Andy Hill, Director of TWC Home Improvements, who attended the event, added: "It was another fantastic example of the level of support that Conservatory Outlet provides. Lots of

people want to upgrade or redevelop their existing conservatories. Now more than ever, homeowners are concerned about energy bills. They also want to maximise the amount of space they have and increase the value of their property.

"The systems and products that were introduced today will help people achieve all these things. We're really excited to bring these to market this year."

new fortex natura cladding from freefoam: 'just beautiful'

freefoam 0800 002 9903

Unique digital print gives premium natural wood effect – with 10-year guarantee

New from Freefoam Building Products, Fortex Natura cladding is manufactured using cutting-edge digital printing technology, so it's virtually indistinguishable from natural wood.

"It has the look and feel of quality planed timber," says Colin St John,

Freefoam's Commercial Director. "But unlike natural wood, it doesn't fade, and is guaranteed to look as good in 10 years as it does the day it's installed. The development of this unique cladding product has taken a significant investment of time and equipment, but the results are beyond our expectations."

Colin adds: "The feedback from our stockist and Registered Installer customers so far has been incredibly positive, describing it as 'just beautiful' – and a market-disrupting product."

There are six wood finishes available in the Fortex Natura range: Aged Padauk, Barnwood Oak, Grey Cedar, Greyled Oak, Malted Oak, and Siberian Larch. Each features a non-repeating pattern from expertly edited photographs of real timber. This is printed onto Freefoam's foam PVC cladding boards using a special ink for external use, and a laquer topcoat for extreme durability.



A complete set of aluminium finishing trims is available in colours that perfectly complement the six cladding options, all RAL number referenced for accurate matching to windows, doors, and roofline. The premium V-groove cladding can be

installed horizontally, vertically, or diagonally. Low maintenance, it's also easy to store, fit and handle, and is 100% recyclable. Fortex Natura is supported with a brochure, display boards and hand samples.

the value of carl f groupco's bespoke hardware package service

carlfgroupco.co.uk 01733 393 330

When industry-leading fabricators and system houses choose to source their hardware components directly from Carl F Groupco, it demonstrates the strength of their offer and the willingness to go above and beyond to support its customers.

This is the view of Julie Warner, Product Manager at Carl F Groupco who said: "Our bespoke hardware package service is just one of the many facets of working with us. Customers appreciate our value-added support, whether it's profile-related components or mixed manufacturer parts to complete a window or door set. This service, particularly for profile system houses, reduces hardware picking requirements and streamlines their distribution."

Carl F Groupco supplies Senior Architectural Systems, one of the largest and most respected aluminium fenestration systems companies in the UK, with many different bespoke kits. These range from small striker kits all the way to full panic door sets and stainless steel locking packages for its PURE® aluminium door range.

Craig Turner, Purchasing Manager at Senior Architectural Systems, comments: "Items from Carl F Groupco can sometimes consist of multiple different components, which could mean we'd need two or three locations in our warehouse. This is where Carl F Groupco's bespoke kitting service comes into its own. One box, one location. Simple."

He adds: "They don't stop there, either. Each box is supplied labelled displaying our part number. This aids our internal stores department and has reduced our pick errors stats, ultimately helping us to deliver a better service to our customers."

fast forward to the future

tuffxglass.co.uk

If you want to make a stunning impression on clients, customers and visitors to your commercial office space, sometimes only glass will do. And when that glass is needed fast, that's when only TuffX will do.

TuffX supplied 89 panels – a total of 145m² – of 21.5mm EVA toughened and laminated safety glass for a substantial high-end glass stairway in a business premises in the South East of England. The glass was chosen for both its quality aesthetic as well as to provide enhanced safety, with the Ethylene Vinyl Acetate (EVA) interlayer ensuring robust bonding for greater impact resistance and structural strength.

Complementing the building's glass atrium roof and light glossed marble effect flooring underfoot, the glass stairways create a dramatic, futuristic vision, with light bouncing around the space even on the most overcast days. Clear sightlines throughout the building from top to bottom emphasise the sense of grandeur and elevation.

To complete the project in time, the finished glass panels – which included drilled holes for secure side fixing and CNC polish finish on the edges and dubbed corners – were needed fast. And TuffX were happy to help make it happen. "We're delighted to say this is another tight project that we



Carl F Groupco's technical capabilities add further value. Each item in the kit has been tested to PAS24 requirements and to the most extreme tolerances and maximum door heights to ensure complete compliance across the range, helping Senior Architectural Solutions ensure it can supply high-quality products that deliver on the most demanding performance and durability requirements.

Senior Architectural Systems has been working with Carl F Groupco since 2015, and Craig values the independent hardware supplier's approach. He says: "Month on month, year on year, our relationship has gone from strength to strength. Over the years we've thrown "grenades" – sorry, requests – in their general direction. Nothing's ever been a problem."

Owen Coop, Chief Executive Officer at Carl F Groupco, said: "Our approach is simple. We seek to provide our customers with the best hardware solutions and support to allow their businesses to flourish. In short, we'll do anything and everything we can to make the hardware element of a job run smoothly. It's great to see customers such as Senior Architectural Solutions benefiting from this."

Carl F Groupco is one of the industry's longest-established hardware names. It operates nationally, including to the Scottish Highlands and offshore islands, from distribution centres in Peterborough and Cumbernauld.

The company is renowned for its proactive approach that adds value to its customers businesses. It's an approach that sets it apart – as the feedback from Senior Architectural Systems clearly demonstrates.



delivered on time and in full to a satisfied customer," said Paul Higgins, TuffX's Commercial Director.

"This is a fantastic example of where only quality glass will do, and the stunning finished result is great to see. Furthermore, our 10-year guarantee against discolouration and delamination means our customers can be assured their glass will look as good as it does on day one for years to come."



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Kömmerling's new suite of brochures

kommerling.co.uk 01623 579200

As the final stages of a global re-brand for Kömmerling conclude, the UK business has launched a range of brochures covering all major systems, which will sit alongside the colour programme which was published in 2023.

There are detailed 24-page brochures for the C70, O70, flush sash and Kömmerling 76 platforms which cover topics of product performance, energy efficiency, colours and sustainability. Furthermore, the 16-page PremiLine patio door literature and lift and slide

PremiDoor 76 system literature are available, which highlights the 'technically better' features of these solutions.

There are also new brochures for the vertical sliding sash windows and an integrated new range of WarmCore brochures covering windows, patio door and bi-folding door.

Other marketing materials including POS materials and wall posters, as Kömmerling looks to invest further in its brand. This year will also see an investment in an installer campaign and other marketing collateral, along with several product launches.

Last year, Kömmerling released an eight-page colour brochure explaining its new proGrain and proSmooth foiled finishes, which include both stock and special order options under the Kömmerling branding. Manufacturers, installers, and ultimately consumers who are looking at the latest trends in woodgrain and colour should take inspiration from this piece of literature.

Kevin Warner, sales and marketing



director commented: 'This newly launched literature portfolio adopts the vision behind Kömmerling and its 'Today for Tomorrow' philosophy. It promotes the merits of a sustainable loop of recycling, using other synthetic

materials rather than just PVCu on its own. The brochures produced by Kömmerling are printed sustainably and are beneficial for all those looking at purchasing from the Kömmerling range.'

most trusted installer thanks to adminbase

abinitiosoftware.co.uk

KLIC Home Improvements, is pleased to be the most trusted double glazing installation company in the region with a 4.8 excellent rating on Trustpilot. The business puts a lot of its success down to the use of the installer management system, AdminBase.

"We have ambitious growth plans for the next 12-18 months," says Director, Stewart Grand, "and customer service is central to these plans. We had to make sure we had the necessary solid infrastructure and

strong online presence in place to manage this additional demand before actively seeking new business and have found AdminBase to be a fantastic tool to help us to do just that. The system allows us to streamline processes within the business and improve communication with customers, which has contributed to our online ratings. The system's checklist with automated reminders helps to keep projects on track, and the customer portal gives us everything we need to keep customers up to date at every step of the way.

"The customer portal helps customers to track their installation online, which gives them more confidence that we are working on their order, even when we're not physically in the home or on the phone. We have also found that customers really appreciate being able to interact with us via e-mail or text message, because it's so much more convenient for them. This works from our perspective too because unlike sending

texts from individual mobile phone networks, we can send and receive this communication from the central system, so that anyone working on that order is kept in the picture.

Stewart concludes: "We have been working hard to boost our digital footprint and online profile to attract new business, but with customer service central to our success, it is imperative we look after our customers through any future growth. AdminBase has already given us a competitive advantage to make the most of new market opportunities and to become the most trusted double-glazing installer in our region, and we are confident that it will enable us to maintain our high level of service while we expand."

Rhonda Ridge, Managing Director of AdminBase comments: "It is fantastic to see quality conscious companies like KLIC Home Improvements making the most of AdminBase and all its features to improve customer service and grow



the business. The system was designed with installation businesses in mind and so works seamlessly in every department to streamline processes and make lives easier. I'm thrilled that Stewart and his team are finding it so useful and wish them all the best for their ambitious growth plans."

fenestration, glass and glazing – 50 careers in one day

online.flippingbook.com/view/916107420/

Building Our Skills - Making Fenestration, Glass and Glazing a Career of Choice says that 'employability skills clinics' are to feature at the first of its series of bespoke industry careers fairs in March.

"The employability skills clinics should play a major part in attracting schools and students to the fairs," says Mark Handley, Building Our Skills' Partnerships Manager. He adds: "Discussions with local authorities have highlighted just how helpful these

clinics will be in helping students to think about the fenestration, glass and glazing industry."

The employability skills clinics will cover CV writing skills, top tips for interviews, personal skills assessment, training, qualifications, apprenticeships and other career pathways.

Building Our Skills aims to show the industry to over 1,000 school children and their teachers over the course of two pilot events in March. If the two pilots are successful, these will become annual events enabling the initiative to keep in touch with those who attend as they get closer to thinking about their careers. It is expected that the events will expand into other areas of the country where Building Our Skills is already working with other local education authorities.

'Career Families' are another facet of the careers fairs that will help students understand the many career options open to them as they get closer to the world of work.

The eleven 'families' together encompass over 100 individual roles, demonstrating career



progression opportunities, training, qualifications and how students can start out on their career journeys in the industry.

The two pilot events are to be held in March 2024 as a part of National Careers Week. The first will be in South Yorkshire at the Oakwell Stadium, home of Barnsley FC, and the second in Manchester at the Etihad Stadium, home of Manchester City Football Club. Building Our Skills is working in conjunction with the education bodies in South Yorkshire and Greater Manchester to bring these events to fruition.



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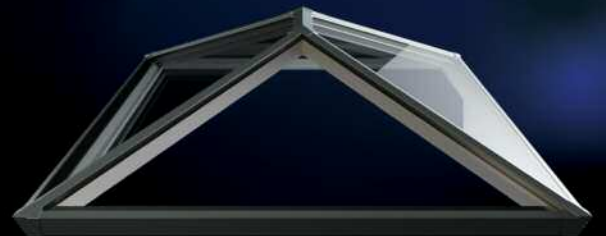
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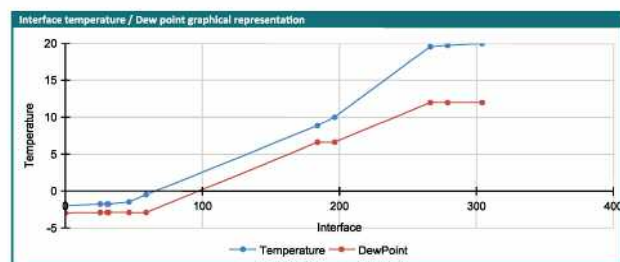
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successful partnership

compdoor.co.uk u70.co.uk

Staffordshire composite door manufacturer Comp Door are marking a successful first year of their partnership with Essex-based manufacturer and installer U70. This milestone marks a year of shared dedication to customer service and product excellence, creating the solid foundation of a thriving partnership.

Renowned for their premium quality windows and doors with remarkably fast turnaround times, U70 has consistently provided a superior service from order to installation. The partnership between the two businesses was initiated when Lee Marriott, Comp Door's Business Development Manager, approached the company. Recognising Lee as a

formidable figure within the industry, U70 were eager to collaborate, and the partnership was established in January 2023. The team at U70 were drawn by the unique composition of Comp Door's composite door range, offering a solution that surpassed quality issues encountered with a previous supplier. The partnership has since thrived on the exceptional range of Comp Door's products, which align seamlessly with U70's commitment to delivering excellence.

Denise Garrett, Sales Manager at U70, commented on the partnership, explaining, "One of the most significant benefits of this collaboration has been the ability to provide our customers with high-quality composite doors at a competitive and reasonable rate. Also having a dedicated contact at Comp Door to continuously assess the service provided and ensure products are being received at the highest quality and on time has been hugely beneficial."

Lee Marriot, Business Development Manager at Comp Door, also says of the collaboration, "U70 are known by their customers for their reliability as a supplier and manufacturer. Providing their



customers with premium products manufactured to the highest quality, delivered on time and in full, is their top priority. We at Comp Door are thrilled to collaborate with them and play a part in this process. It has been a really successful first year of the partnership, and I'm really looking forward to seeing what year two and beyond holds!"

sheervent now available for s2 glazed roofs

sheerline.com 01332 978000

Sheerline has announced that SheerVent - the aluminium innovators, revolutionary roof vent, is now exclusively available for S2 conservatory roofs, alongside the company's award winning S1 lantern. Helping set S2 apart from other glazed roofs, with a stylish ventilation option that integrates properly with the rest of the roof aesthetic.

SheerVent is offered as the perfect solution to the longstanding challenge of adding reliable ventilation to glazed roofs without creating weaknesses for water ingress. It does this through an integrated muntin bar, and fitting directly into the ridge baffle, thus eliminating the possibility of leaks.

In addition, it offers thermal efficiency as it is fully thermally broken using high-performance 24mm

glazing, ideal for keeping conservatories warmer in winter and cooler in summer - something Sheerline's products are known for.

Bringing roof vents into the 21st century at last, with powered actuators and a full range of automated sensors. This clever system utilises discreet light, wind, and rain sensors for comfort and additional convenience and peace of mind.

SheerVent sits lower down than traditional roof vents and avoids the clumsy look of a frame that protrudes beyond the rafter cappings. With a more considered, discreet design it is sure to be a hit with homeowners looking for the very best-looking roof possible.

As the ultimate intelligent ventilation system for roof lanterns and conservatory style roofs, the vent is available in sizes up to 1.1 wide x 1.2m, and is purpose designed to fit the S2 roof, making it the obvious choice for homeowners, fabricators, and installers alike.

Jon Crohill, Project Design Manager, said: "After investing so much time in to S2 and evolving it through the development stage into the product it is today, adding proper purge ventilation was the next logical step. Customer response to SheerVent for our lanterns was overwhelmingly positive, so it made sense to bring this proven system to S2. What we've achieved is precisely what we set out to: a functional



solution, that doesn't compromise on style - something that we pride ourselves on."

Tony Basile, Sheerline Sales Director, added: "There are countless ways in which the S2 stands out within the glazed roof market, but adding SheerVent will undeniably set it apart from the other solutions currently available. Our customers no longer have to make do with ugly vents that don't match, or worse, allow the ingress of water. Conservatory season is coming up and now we're able to offer the winning combination of the S2 and intelligent ventilation, we're looking ahead to a busy summer."

national apprentice week

endurancedoors.co.uk

Endurance Doors has joined employers across the UK in marking National Apprentice Week 2024.

The respected manufacturer of solid, secure, and stylish composite doors used the week, which took place from the 5th to 11th February, to celebrate its apprentices and to acknowledge their contribution towards the brand's continuing success.

Stephen Nadin, Managing director at Endurance Doors, is a major

advocate of the positive impact apprentices can have on an organisation. He says: "We are committed to offering rewarding career paths to people at all stages of their professional lives. Our apprentices bring fresh ideas and a new perspective to our business. They ultimately make an important contribution to an eclectic culture which is instrumental to our ability to innovate."

The company currently employs 12 apprentices who are gaining hands-on expertise and experience at various levels - from level 2 (intermediate) to level 7 (equivalent to a master's degree).

These individuals, who work in departments such as maintenance and production, cite many different benefits to developing their careers.

This includes the chance to learn from experienced industry leading



professionals and to constantly expand their skill set, as well as the opportunity to enjoy continued challenges and to develop their practical knowledge whilst obtaining formal, recognised qualifications.

Stephen Nadin adds: "We are committed to being a dynamic and progressive employer because we recognise that to offer exceptional

products and service, we need to recruit and retain an equally high calibre team.

"Employing apprentices creates a win-win situation both for the individual and for us as a business. It enables us to shape a next generation of talent with skills and experience that are uniquely tailored to our commercial needs and continued growth."

sheerline's range helps d & i windows sustainable growth

sheerline.com
djs@dandiwindows.co.uk

D & I Windows has been announced as one of the latest companies to add Sheerline's premium aluminium range to its' product offering. The Barnsley-based fabricator and manufacturer pivoted from UPVC to aluminium because of rising costs and increased competition post-pandemic.

Since deciding to fabricate Sheerline's versatile whole-house aluminium systems, D & I has gone from strength to strength, even launching a new company called Radius Aluminium, which is dedicated to supporting trade customers. The launch of the new trade business comes after a busy period, which has seen the company grow and enabled business owners and directors, David Saxon and Ian Haddock, to achieve their goal of creating a sustainable

long-term business. Having both previously been made redundant, they decided to utilise their expertise to offer customers the best products and services, while also supporting the local economy. One of the key reasons David and Ian chose Sheerline is because the system is unlike anything else available.

It is efficient to manufacture, which has helped them streamline their operations. In addition, it's fitter-friendly and offers customers a stylish, thermally efficient alternative to traditional UPVC options. Another factor is the branding and marketing support Sheerline offers as standard.

One of the biggest benefits to fabricating the innovative aluminium range in-house is the control D & I has over its supply chain. This has added to the company's long-term sustainability and reliability as it no longer waits as long for deliveries and has enabled it to reduce customer lead times.

D & I is currently fabricating Sheerline's Beaded Classic and Prestige Windows, Prestige Bi-folds, the award-winning Prestige Lift & Slide Patio and the S1 Lantern - all of which are Part L compliant as standard. But the company has big plans, including adding the recently launched thermally efficient Classic Heritage Door. With heritage style doors being on trend and in high demand, adding Sheerline's Classic Heritage Door will enhance and complete the company's product offering, as it will have a fully suited



range of matching products available.

D & I Windows Director, David Saxon, said: "We've got big plans. We see this as a long-term partnership, and this is just the beginning. We've achieved sustainability, so now it's time for our business to grow."

"We're taking our aluminium offer nationwide - something we know is achievable given the support Sheerline provides. Hence why we have opportunities with our dedicated trade business, Radius Aluminium. We welcome enquiries from anyone looking for a new stylish, thermally efficient, reliable, aluminium window and door system to install," he added.

Sheerline Sales Director, Tony

Basile commented: "What David and Ian have achieved is huge. Not only for themselves but for the local area too - they're providing jobs and building a sustainable business for future generations. We're delighted that Sheerline has played a role in this and look forward to supporting D & I's ambitious plans."

Radius Aluminium currently has opportunities for trade partners and invites them to make an appointment to view the showroom, which is open seven days a week. It has every product on display (except the patio doors) as well as different styling options, colours, and handles.

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the window store unveils new expanded poole branch

windowstoreplastics.co.uk

Following continued business growth, The Window Store has announced the relocation of its new expanded branch in Poole, Dorset. The relocated Poole depot, which was originally a shared facility with Epwin Group trade counter business National Plastics, opened its doors at its new site at Nuffield Industrial Estate, Poole, in November 2023.

Karl Lodwick, General Manager at The Window Store, said: "The Poole branch has shown impressive growth, so much so that we outgrew the original shared location within twelve months of opening. With increased demand for our products and services, a larger dedicated space was needed. This expansion underscores our commitment to meeting the evolving needs of our customers."

The new Poole branch spans 5,500 sqft, making it the largest depot in The Window Store network.



Showcasing the new, modern corporate branding, the branch incorporates an on-site showroom offering an inviting and approachable environment, allowing customers to explore the extensive product portfolio. Product highlights include the innovative Ultraframe hup! roofing system, award-winning Stellar Aluminium windows and doors, Safedoor composite doors and a comprehensive suite of Profile 22 frames. With a focus on convenience and excellence, The Window Store remains a trusted

supplier for installers, builders, and DIY enthusiasts, offering local deliveries and value-added services to meet diverse needs.

Having expanded its Poole depot and with a vision to further extend its network, The Window Store looks forward to continuing its growth trajectory while maintaining its reputation as a trusted supply partner in the industry.

long-distance love affair over?

bohle.com

Bohle's Managing Director Dave Broxton asks if our reliance on the Far East for cheap products is coming to an end.

It would be easy to dismiss the unfolding drama in the Red Sea as an unfortunate episode if it were not for the experiences we shared in the wake of the coronavirus pandemic when the global supply chain almost ground to a halt.

And let's not forget the unfortunate plight of the Ever Given container ship that got wedged in the Suez

Canal in March 2022. You don't need a long memory to remember the sky-rocketing prices for shipping containers, the heavily delayed cargo (which including component parts for the glass and glazing industry), and the impact this had on companies and their ability to fulfil their promises.

It begged the question: 'has our relationship with cheap imports finally come to an end? If you can't depend on lengthy supply chains, why should your customers trust you?'

And aren't we asking ourselves the same question as ships are diverted via the Cape of Good Hope, which can cost more than US\$1m in extra fuel, according to reports – all because Yemen-based Houthi militia are attacking commercial ships travelling from the Far East to Western Europe via the Suez Canal.

Yesterday, pandemic. Today, geopolitical conflict. Tomorrow...?

When things go wrong, the cost benefit of cheap imports disappears. And if you can't deliver goods, your

customers lose money because they can't manufacture and install products.

This is precisely why Bohle invested heavily in its own product design and manufacturing capabilities in recent years, especially when it comes to glass hardware. It's no secret that cheap Far Eastern fittings are available, but if products or components are delayed for weeks or even destroyed, the initial low costs morph into very expensive reputational damage and loss of business.

We are very resilient when it comes to the supply chain, and we can pass that reassurance to our customers, some of whom have bought from Europe and found difficulties with carriage, with customs, and things getting stuck at the port. We urge our customers to talk to us about what their needs are. We will always place goods into stock for a customer with regular needs so they are never more than 24 hours away from getting the product delivered to their door.

new stellar aluminium inline sliding door

epwinwindowssystem.co.uk

Epwin Window Systems has just launched the latest addition to its multi-award-winning Stellar Aluminium range, the new Stellar Aluminium Inline Sliding Door.

Phil Parry, Technical Director at Epwin Window Systems, said: "The Inline Sliding Door continues Stellar's track record of products that set new standards across the industry and redefines product excellence at every level."

Everywhere you look, the new sliding door offers impressive benefits. Its aesthetics are second to none. It has a stunningly slim aluminium profile and a slimline interlock of just 35mm. Each sash can be up to 1675mm wide, so there are fewer sashes and wider glazed expanses. And because the outerframe seamlessly aligns with the sash, the door delivers a flush appearance that perfectly suites with other



products in the Stellar Aluminium range. It's available in 2, 3, and 4-pane configurations with a maximum total width of 6500mm, so it's the solution for the largest of spaces.

Thermal efficiency is similarly impressive. Intelligently designed polyamide thermal breaks deliver a U-value of 1.4 W/m²K with 28mm double glazing and as low as 0.9 W/m²K with triple glazing. At the same time, effective seals and bespoke design features provide class-leading performance to BS 6375 standard.

The door is available in a standard range of stocked colours or in any other made to order RAL

finish. Textured, non-textured and dual colour options are available too, reflecting the latest colour palettes for project personalisation. All doors are QUALICOAT-approved and come with a 25-year colour guarantee.

Two- and 3-pane doors feature Yale's 6-hook locking system as standard. For 4-pane doors, there's a specially developed Yale 10-hook locking system. As a result, the Stellar Aluminium Inline Sliding Door is a PAS 24:2022 accredited system and meets Approved Document Q requirements as standard. With the correct glazing specification, it can also meet Secured by Design standards if required.



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year of the pig

sarah@balls2marketing.co.uk
07540 049655

Sarah Ball, Joint MD at Balls2 Marketing, explains how 2024 could be the biggest year yet for PiGs aka the People in Glazing Society, with four events around the country, a revamped website and newsletter, and a brand-new podcast all on the horizon.

The last few years have been ones of the highest highs and lowest lows. We saw during the pandemic the unbelievable home improvement boom that saw never before seen amounts being installed into homes. Fast forward to 2024, and depending on who you ask, people see it in one of two ways. They either say it will be a tough year for most, or potentially, just things settling completely back into the pre-Covid norm.

But despite the peaks and troughs, we have been lucky enough at PiGs to have an industry that has continually supported us year-on-year, turning up at every networking event we've had in your droves, building and cementing those business relationships that we believe goes along way to developing a better and stronger sector both now and in the future.

To coincide with my 10-year anniversary as 'Chief Pig', 'Sty Master' or any other pig-related term you can think of (only nice ones please!), we have decided to broaden the PiGs brand with a few exciting new projects.

On top of the four wonderful events we have planned for you in Birmingham, Bristol, Manchester and, new for 2024, Newcastle (full list available on the PiGs website), we are revamping the website, to provide a space where we can really promote the people of our industry. From a charity run to celebrating a significant milestone at your company and everything in between, this website will be solely about you, the people in glazing.

Supplementing that is our new bi-weekly newsletter, aptly named Sty News! This newsletter will give readers a snapshot of what's going on in the industry from a people perspective, plus the latest going's on at PiGs. If you haven't already signed up, please let me know and we can add you to our ever-growing distribution list.

And lastly, but by no means least, we have launched a brand-new podcast called Two PiGs in a Pod. Hosted by PiGs Editor George Lewis, each episode will aim to shine a light on some of our glorious glazing colleagues. We will also have guests not from our industry, such as charities and from the wider construction sector, hearing opinions and stories that we can relate to and ideas that we can relate to and use in our sector going forward.

So, it's safe to say we've got a lot going on! So whilst 2024 may be the year of the dragon, we think this year should actually become the year of the PiG!

Balls²
Marketing

Sarah Ball
Joint MD

endurance doors creates academy of excellence

endurancedoors.co.uk

Endurance Doors, the manufacturer of solid, secure and stylish composite doors, has implemented a new training initiative which provides further added value for its installer partners whilst ensuring a better customer experience for homeowners.

Known as the Endurance Academy, the new initiative entails a free, one day course that's held at the brand's dedicated consumer-focused showroom in Brigg, North Lincolnshire.

With an emphasis on hands-on learning, it covers a variety of topics including how to conduct more effective pre-installation surveys, best practice door installation and improved door handover to



the homeowner. During the course, attendees are also given a tour of the nearby manufacturing plant.

The course is delivered by Ian Longstaffe who is the business' dedicated training manager. He has over 27 years of experience in the fenestration industry which includes an extensive period as a new build and domestic fenestration installation manager.

Upon completion of the Endurance Academy, those attending receive a GGA level qualification and certificate.

Ian Longstaffe says: "The Endurance Academy delivers benefits both for those buying and fitting our products.

"For the homeowner, a new door is a major investment that also contributes significantly to the kerb appeal

of their property. Given these facts, they want the reassurance of the highest levels of quality at every stage of the process - from the point of production to the point of installation.

"Having their door fitted by professionals who have attended the Academy instantly provides the peace of mind that the work is carried out by skilled and competent individuals.

"Following on from that, our installer partners can use the fact that they've completed the Endurance Academy as an extra selling point for marketing purposes.

"It can also save them the cost of potential call backs and remedial work by optimising their 'right first time' capabilities."

patent-pending dynamic 3d door hinge

dynamichardware.co.uk

Dynamic Hardware, the new hardware manufacturer with a wealth of expertise and experience, has just launched the patent-pending Dynamic 3D Door Hinge for PVC-U door profiles.

CEO Tony Chadwick said: "The Dynamic 3D Door Hinge showcases the product design strength that is the hallmark of our range."

The new hinge is part of Dynamic Hardware's Premium Door Hardware Collection and features a patent-pending 'anti-lift' security feature with a 2.5mm steel sash plate that gives enhanced product performance and security.

The outer packaging comes in various options

designed to facilitate both high and low volume assembly whilst minimising wasted labour and materials, all while considering the environmental impact.

It is non-handed and is available in 19mm and 22mm height options with a variety of hinge packers, as well as a choice of colour options and painted finishes to make it suitable for all door colours and finishes.

The hinge is constructed from high-strength Aluminium, Zinc alloys, Steel and 304 Stainless Steel, so it offers superb durability and product strength. It is manufactured in Dynamic Hardware's own state-of-the-art 50,000 sqm

manufacturing centre in South-East Asia, ensuring control and quality.

The hinge achieves PAS24 accreditation as part of a complete door assembly. It is corrosion tested to BS EN1670 and comes with the reassurance of a ten year mechanical guarantee.

As well as the exceptional quality and innovation of the hinge, customers benefit from Dynamic Hardware's industry experience. Tony explained: "We've been in hardware design and manufacture for over 40 years, and we're committed to using our knowledge and insight to add value to our customers' businesses at every level."



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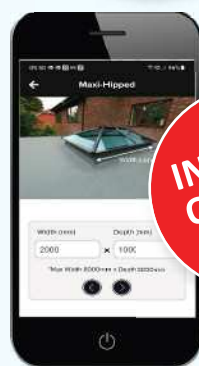
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When it comes to cultivating strong business relationships, Shepley Windows, a leading window and door fabricator, truly values the importance of collaborating closely with customers and reliable trade suppliers, to ensure a fully integrated service with the delivery of high-quality products.

The management team at Shepley Windows has grown the business with investment in manufacturing, fleet and exclusive Visage consumer branded marketing support for its expansive installer network.

Not resting on their laurels, Shepley Windows continuously looks to improve its product quality and customer service. When the building regulations (Approved Document F – ventilation) changed in June 2022, Shepley made sure they were ahead of the game with the Link Vent from Glazpart. The 'Link Vent'

range sizes include 5000, 4000 and 2500 EGA. Equivalent Area (EGA). The vents are designed to fully comply with building regulations, Approved Document F1 (means of ventilation).

The vents follow a clever design that is simple and user-friendly for both opening and closing - the innovative closing action allows the closure plate to be positioned so that it reduces draughts by directing air away from occupants.

The Link Vent 4000 and 5000 closure plate is split to allow for partial (50%) opening and greater ease of opening of the ventilator. The vent also has rounded ends of the vent to allow for installation on and it is available in either screw or clip in fixing types - the design eliminates the need for end caps whilst the clip fix design (Pawl's) allows for a fast, easy vent installation.

With smart design, easy fitting, and functionality as well as a huge choice of 1000s of colours and decorative finishes, it is easy to see why Shepley Windows decided to use the Link Vent for their range of windows and doors. Tony Ball, Sales Director, Shepley Windows commented, "The changes to



Building Regulation requirements for trickle vents in 2022 was a concern for many installers, so it was important for Shepley to provide the most effective solution for our customers. We chose Glazpart's Link Vent range for our windows and doors because it solves so many issues, from compliance and easy installation through to smart functionality. It is also consumer friendly with a wide range of colours and finishes, it blends in with the appearance of the window. It works perfectly for all our window and door profiles across our range."

unfold doors secure part l compliant bfrc ratings

uws.co.uk

Unique Window Systems, the rapidly growing fabricator of PVCu and aluminium windows, doors, and curtain walling, has gained third party verification of the energy efficiency of one of its most popular ranges.

Following testing accredited by the British Fenestration Rating Council (BFRC), Unique's Unifold brand of aluminium bifold doors has been certified as offering a door energy rating of C in accordance with Approved Document L.

Sunil Patel, joint managing director explains: "Our success in securing BFRC certification for the Unifold range directly reflects our commitment to continuous improvement."

"As a business, we continually look at how we can enhance and extend our range to ensure we offer our customers product solutions that embrace changes in market conditions, consumer demands and relevant legislation. This includes the need for ever increasing levels of thermal performance."

The certification awarded to the Unifold range by the BFRC is significant. It demonstrates that the doors meet the energy efficiency requirements of the updated Part L of the Building Regulations for both new build properties (U-value of 1.6) and for replacement fenestration products installed on existing dwellings (Energy rating Class C).

The new BFRC ratings add to an already impressive list of benefits offered by the Unifold range. This includes exceptional versatility. Door panels can be stacked inside or outside of a room as well as to the left, right or split to stack on both sides. Door sets can also be manufactured to replace entire walls.

In addition, Unifold doors, which benefit from a sleek, modern look, are available in a variety of colours and finishes. They are also supplied with high security hinges and locks as standard, which have been tested to PAS24, in accordance with Approved Document Q.



Summing up, Sunil Patel adds: "Our ability to effectively enhance the Unifold range so that it could secure its recent BFRC ratings is a testament to our product development and technical expertise at Unique."

"We'll be making further additions and refinements across our product portfolio imminently as we work to ensure our installer partners are perfectly placed to meet pending challenges and opportunities. This includes the imminent roll out of the Future Homes and Buildings Standard in 2025."

annual conference celebrates a successful year

windowstoreplastics.co.uk

The Window Store held its Annual Managers' Conference in Southampton on 17th January. Karl Lodwick, General Manager at the company, said: "Our Annual Managers' Conference is an opportunity to reflect on our successes, look ahead to the future and thank the team for all their hard work. It was an upbeat day with lots of energy in the room."

2023 was a busy year for the business. It marked the rollout of a fresh new corporate branding across all branches. This included revamping the interiors and exteriors of all depots, new business signage, and a modern new fleet of vehicles. A comprehensive suite of new sales and marketing collateral was also

launched. To complete the rebranding exercise, a new website is due for completion in the next few weeks.

The company expanded too, with a new branch opening in Christchurch, Dorset, in May, and a larger Poole branch opening in November. To continue the growth strategy, further new branches are in the pipeline for 2024 and an additional regional manager will also be appointed to support the growing network.

The Christchurch and Worthing branches held The Window Store's first Open Days, with both proving valuable in securing new business. Open Days at all branches are planned for 2024, giving more customers the opportunity to connect with The Window Store's experienced teams and explore the latest trends in windows, doors and conservatories.

To continue the strength of the company's investment in its people, all managers received specialised management training. Looking forward to 2024, this training initiative will extend to include all assistant managers and there will be product training programmes with key suppliers too.

Karl commented: "As all this activity shows, we're committed to investing in our business and its people to continue to better serve our customers."

The day sessions concluded with awards presented to the best-performing branches and team



members. In all, 24 delegates attended the day. Alongside Karl, this included all 16 branch managers, two regional managers, two auditors, Commercial Director Martin McCabe, Managing Director of Epwin Trade, Steve Jones, and Kay McGrady, Trade Marketing Manager.

The Window Store has been a one-stop-shop for quality windows, doors and roofing systems for over 40 years. Its combination of personalised, no-nonsense service, industry-leading products and affordable prices is continuing to prove a winning offer, as the company's 2023 successes and 2024 plans show.

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Kömmerling at fensterbau 2024

profine-uk.com

profine Group and its Kömmerling brand is once again setting standards as the largest exhibitor at Fensterbau Frontale, which will take place in Nuremberg from 19th to 22nd March 2024, and will present itself on an area of 1,500 square metres in hall 7. The focus of the trade fair appearance will be on the forward-looking topic of sustainability.

With the 125th anniversary of the Kömmerling flagship brand, profine Group has clearly communicated the re-alignment of its corporate strategy to the outside world. The company is now even more focussed on climate protection, energy efficiency, social responsibility and the preservation of resources for future generations. True to Kömmerling's new claim, 'Today for Tomorrow', profine Group is also presenting its commitment to sustainable development at the trade fair.

'Our trade fair stand offers more than just product presentations - it's an

experience. And this year we have gone the extra mile. Let us surprise you,' promises Dr. Peter Mrosik, owner and CEO of profine Group.

With Kömmerling ReFrame, profine Group is presenting the first window profile series made entirely from recycled PVC-U materials. This future-orientated product line not only impresses with its environmentally friendly material cycle, but also with its innovative design and the high resistance of the proCoverTec surface technology, an additional layer on the ReFrame profiles.

The window profiles made of bio-attributed PVC are another highlight of the profine Group at the trade fair. In this sustainable development, renewable raw materials, such as pine oil-based ethylene, completely replace fossil materials. This pioneering development enables an impressive CO2-reduction of around 90% compared to conventional PVC and sets new environmental standards in the industry.

Kömmerling WarmCore stands for an innovative combination of PVCu and aluminium. This hybrid system forms the basis for a variety of windows, hinged and sliding doors and folding/sliding elements. With a PVCu core for optimum thermal insulation and aluminium profiles for statics, design and colour variety, WarmCore sets new standards in the industry. The sustainability aspect is more than



convincing: the PVCu core consists of up to 100% recycled material and the aluminium profiles of up to 90%, making WarmCore an environmentally conscious choice for modern living.

The trade fair programme also includes innovative materials such as MultiCore reinforcements that replace steel.

Dr. Peter Mrosik invites guests from all over the world to see profine's sustainable strategy for themselves: 'At profine Group, we systematically

anchor the principle of sustainability in our core business processes: from products, production and logistics to branding and our comprehensive services. All of this can be experienced at our trade fair stand. We are therefore particularly looking forward to meeting our partners from Germany and abroad as well as many interested parties from the window industry directly on site and to many exciting personal discussions.'

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modplan reports continued demand for coloured products

modplan.co.uk

Trade fabricator Modplan, has reported continued growth for coloured products across its windows, doors and conservatory roof offering.

Heidi Sachs, Managing Director, said: "Our continued growth in coloured products underscores our dedication to meeting the diverse needs of our customers. With a selection of 30 coloured foil combinations available from stock and the ability to personalise roofing colours in-house, we can provide a high-end tailored solution that gives our customers a market advantage." Modplan offers from stock a diverse selection of solid and woodgrain finishes on

both its VEKA and Linar window and door ranges. Additionally, the company offers an in-house painting service for its conservatory roof customers, ensuring they can achieve the desired colour aesthetic for their roofing projects.

The company's dedicated paint plant opened in 2014 and sales of the manufacturer's coloured roofing products have increased since then. Heidi, said: "Having our own dedicated paint plant means we have competitive turnaround times on our coloured roofing products and are not reliant on third parties. Feedback from our customers tells us that this has made colour a lot more accessible and aligns perfectly with our stocked foils for a coordinated approach." Heidi continued: "We're passionate about adding value to installers' businesses. Our flexible colour offer that taps into all market trends and helps them to stand out in a competitive market is just one of the ways we do this." Modplan operates from a state of the art 167,000 sqft multi-site facility in Newport, Gwent. It is one of the UK's largest and most respected fabricators of cutting-edge PVC-U products direct to the trade and manufactures over 2500 frames per week. The company has been in



business for over 50 years because of its ability to understand its customers and continually exceed their expectations. Its colour offer is the perfect example of this ability, which is why it's proving so popular.

carlia corras recognised with long service award

01733 393 330 carlfgroupco.co.uk

Sales Coordinator Carlia Corras has received a 20-year long service award in recognition of her commitment and longstanding contribution to independent hardware distributor Carl F Groupco.

Carlia, who joined Carl F Groupco in February 2004, has been an integral part of the sales office, consistently delivering exceptional customer service and support. Throughout her tenure, Carlia has acquired widespread recognition from customers across various business regions. She currently works alongside Paul Dunn, Regional Sales Manager supporting the growing fabrication network throughout the North East of England.

Commenting on Carlia's milestone achievement, Owen Coop, CEO, said: "Long service recognition is

an opportunity for us to thank colleagues for their dedication, loyalty and hard work. Carlia's extensive experience, knowledge and exceptional customer service skills are an asset to the business. Her dedication and contribution are a testament to the strong team ethos we have, where long-serving employees like Carlia add significant value to our customers day in and day out."

Carlia's commitment to excellence is further reflected in the workforce, where over half of the team members have been with the company for over ten years. This dedication underscores the company's unwavering focus on fostering a supportive and collaborative culture, where employees thrive and excel.

Speaking on her milestone recognition, Carlia said: "I am incredibly grateful for the opportunities and support I have received during my time at Carl F Groupco. The strong team focus, and supportive culture have made my journey immensely rewarding, and I look forward to continuing to support our customers."

In receiving this 20-year long service recognition, Carlia embodies the dedication, loyalty, and hard work that define Carl F Groupco's commitment to excellence. Owen concludes: "We extend our heartfelt congratulations to Carlia and express our



deepest gratitude for her invaluable contributions over the years. As we mark this significant achievement, we reaffirm our commitment to nurturing a culture of support and collaboration where employees such as Carlia can flourish and succeed. Here's to the next twenty years of continued success and excellence!"

new smaller packs for glazpart's premium finish link vents

glazpart.com/colour-options

Glazpart is pleased to announce that its Link Vent premium finish ranges are now available in handy packs of either 10 canopies or internal vents to help companies only buy the stock they need and add more value, both in terms of revenue and kerb appeal for homeowners.

The premium finishes available in the new handy sized packs are the Premium Woodgrain range, Premium Vac Foiled range, Premium Sprayed Colours, Super Matt Finishes.

Dean Bradley, Glazpart sales Director explained the rationale behind the new packs. "We are

constantly listening to our customers and found that with the average number of windows per property being approximately ten, many companies only require Link Vents with premium finishes for just a few jobs a year. So rather than tie up stock, space and cash in excess stock, the new 10 packs mean that companies can order almost per job. This means they will not need to carry large stocks of Link Vent premium finishes and woodgrains. The new 10 packs will be ideal for fabricators who only need premium finishes occasionally."

The "Link Vent" range sizes include 5000, 4000 and 2500 EQA. The vents are designed to fully comply with Building Regulations, Approved Document F1 (means of ventilation).

The Link Vent follows a clever design that is simple and user friendly for both opening and closing - the innovative closing action allows the closure plate to be positioned so that it reduces draughts by directing air away from occupants.

The Link Vent 4000 and 5000 closure plate is split to allow for partial (50%) opening and greater ease of opening of the ventilator. The flexibility of the Link Vent also has rounded ends of the vent to allow



for installation on timber windows and it is available in either screw or clip in fixing types - the design eliminates the need for end caps whilst the clip fix design (Pawl's) allows for a fast, easy vent installation.

With smart design, easy fitting, and functionality as well as a huge choice of 1000s of colours and decorative finishes, it is easy to see why many fabricators and installers across the UK are using Glazpart's Link Vent products.

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new customer portal opens its doors

vbhgb24.com

Hardware manufacturer, VBH, has launched its new VBH24 Customer Portal.



VBH advise that the Portal builds on the success of the previous VBH online shop, but offers users a number of very useful additional benefits.

As well as placing orders, VBH24 users can view and download supplementary information including drawings, literature, guarantee information and safety data sheets through the Portal.

VBH Marketing Manager Gary Gleeson says, "The percentage of orders arriving at VBH via our previous online shop was high at around 35%, but we wanted to offer users more reasons to buy online as it is easy for them to use, and gets their orders to our picking teams quicker. The new features have struck a chord with many people who were previously not that keen on 'online shopping', with many additional customers now being willing to give it

a go. "Once they see how convenient it is, and see some of the new features including Order Templates, Cost Centres, Item Sharing and Budgets, they quickly become VBH24 converts."

VBH describes the customer portal as more than an online shop, as it is a source of information for purchasing and specification teams, as well as having useful tools for other departments, including Bought Ledger and Cost Control.

Gary concludes, "The range of customers using the Portal extends from sole traders spending £100 a month, right up to our very largest customers, who spend millions of pounds with VBH. Something that they have in common is that they find ordering is easier through VBH24, so I would urge anybody to try it. It really is a 24 hour doorway to our stocks."

tuffx infinity rooflights receive top accolade

tuffxglass.co.uk

TuffX's Infinity range of rooflights continues its success story into 2024 with the thermal walk-on rooflight receiving Top Product recognition from Professional Builder magazine for 2023.



Ideal for transforming basement conversions or roof terraces to let natural light into a property while maintaining a building's thermal efficiency, Infinity walk-on rooflights are made from toughened laminated glass and suitable for both internal or external installation. They are available in bespoke sizes and with the option of clear, privacy or anti-slip finishes.

Also included in the range are Infinity framed rooflights, a thermal aluminium fully glazed system available in double or triple glazing, and in clear, solar or privacy glass finishes.

"When we initially launched Infinity framed rooflights we quickly became

aware of further market opportunities to extend the range. With further research and development, we were soon also able to offer the Infinity walk-on units which, like the rest of the Infinity range, meet all required specifications whilst maintaining a contemporary aesthetic," said Paul Higgins, TuffX's Commercial Director.

"Getting this Top Product recognition is praise indeed. We'll happily tell everyone how great our products are of course, but being commended by the trades that actually use our products on site and choose them again and again – and who are best placed to judge us against our peers – is a real testament to our success."

media marvel at kömmerling press event

profine-uk.com 01623 579200

On 7th February 2024, profine UK Ltd hosted a trade press event at its Huthwaite facility to showcase the considerable investment in people, products and processes that has been undertaken since acquiring the site in 2020.

A £multi-million investment programme is in place and shows no sign of slowing down thanks to the commitment of parent company profine Group, helping to transform the site into a world-class manufacturing facility.

profine UK's diversification strategy will see export sales grow considerably over the next five years including Kömmerling 70mm PVCu systems and WarmCore, a revolutionary hybrid platform. WarmCore will feature heavily this year on the profine Group's stand at Fensterbau Frontale, Nuremberg, Germany from the 19th to the 22nd of March.

During the visit, the media were provided with details on a new partnership scheme, Kömmerling At Home, an introduction to the WarmCore platform in its entirety, and a factory tour including the newly opened Design Centre used to host visits from Kömmerling's customers, prospects and business associates.

The media were surprised by the scale of transformation taken place at the site, as Robert



Thihoff, managing director of profine UK and Kömmerling explains. He said: 'We created a detailed plan of investment here in Huthwaite from the very start of the acquisition with a clear vision of how we wanted the business to grow.'

'Creating stronger relations with our supply-chain partners through Kömmerling At Home and being able to provide an avenue where we sell UK designed

products such as WarmCore globally will bring fantastic benefits,' Robert continues, 'but, we still have ongoing investment plans across the business. We will continue to thrive through the development of our people, products and services, including a programme of sustainability for solar PV, recycling and the integration of profine Energy.'

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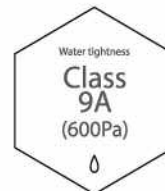
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