

Survival of the fittest

Consultant Andrew Scott, CEO of Insight Data, predicts an increase in fabricator start-ups as capacity problems plague existing fabricators.

His prediction follows data from the recent Glazing Summit conference, where he highlighted a decline in PVC-U fabricators – from 1,860 manufacturers ten years ago to 1,195 today.

Scott said: “In the last few years, we’ve seen the number of PVC-U fabricators dwindle. Some have pulled out of fabrication to focus on installation, others, such as Total Glass, Sash UK and Indigo Products have collapsed.”

While many fabricators have expanded production capacity in recent years the current increase in consumer demand, coupled with supply-chain problems means many installers are struggling to source products, with lead times extending and prices increasing. Some fabricators have even turned away customers.

Scott said: “Faced with ever decreasing options, some installers are now seriously considering manufacturing. The main driver appears to be better control over their supply chain. Indeed one systems company reported that only 40% of new customers this year are



Andrew Scott

swap-overs, 60% are either companies wishing to fabricate for the first time or are returning to manufacturing after pulling out in the past.

“Of course, manufacturing brings its own set of problems and requires specialist skills – as well as availability of machinery, materials and labour. However, it appears to be an increasingly attractive – or necessary – option for some firms.” □

Bertino joins market team

AluK is expanding its product marketing team with the appointment of Luigi Bertino as a product marketing executive. He has joined product managers Lisa Stephens and Peter Willard, enhancing and developing AluK’s product range, so that it stays ahead of a rapidly changing market and continues to deliver what customers need.

Bertino has experience in operations and marketing in both software and retail companies and an impressive list of qualifications which includes an MBA from the University of the West of England and a Masters in marketing and business communication from La Sapienza university in Rome.

At AluK, he will be linking with the R&D, technical and marketing teams and talking and listening to customers about how AluK can continue to improve its product offering.

Bertino says: “I’m already working



Luigi Bertino

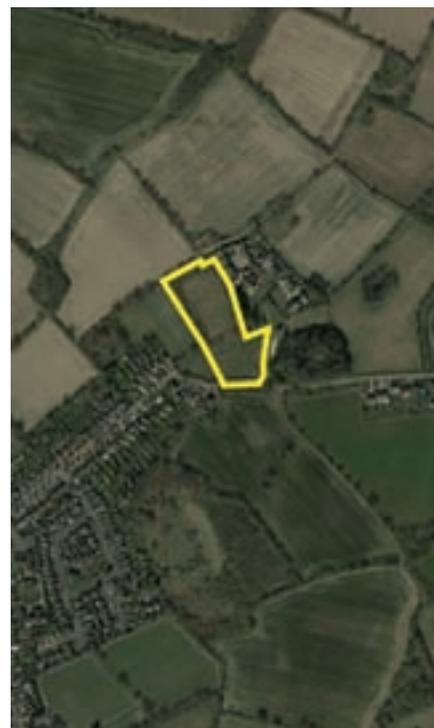
hard analysing and reviewing the AluK products and I’m really looking forward to getting out to visit customers and hearing what they think.

“It’s great to be joining a team where there is such an obvious commitment to supporting customers and where the priority is continual improvement.” □

New homes in Hockley

UK property developer Godwin Developments has announced that it has acquired a well-located site in Hockley Heath near Solihull, which it intends to promote through planning to deliver new homes.

The land on Aylesbury Road in Hockley Heath has been purchased on an unconditional basis and is allocated for housing. It measures more than four acres and is adjacent to a new build residential development, as well as existing public transport connections.



Hockley Heath is an established residential community which includes a primary school and a variety of shops, pubs and restaurants – all positioned within easy walking distance from the site.

Tom Smallbone, associate director at Godwin Developments, says: “We are really pleased to have secured this land site in Hockley Heath. It is an excellent addition to our portfolio and demonstrates the continued investment and growth of the company in the West Midlands region.

“Once again, it evidences our ability to deploy our own development finance quickly and efficiently when we identify highly attractive sites, such as this one.”

Solicitors Irwin Mitchell acted for Godwin Developments on the deal. □