

Comment

Well here it is, Merry Christmas – and I sincerely hope you will be having fun over the holiday season and of course throughout 2018.

I think there are a lot of positives to come in the New Year for business in general, the construction sector in general...and our own corner of the construction sector that is new build and refurbishment windows, doors, conservatories and all those other home improvement products our sector is great at finding, developing, selling and installing.

What's going to be the hottest new line in your portfolio? Take a look at our main feature this month and see if you can't pick up a few ideas.

Downs

Well we still have Brexit uncertainty on the horizon. Now I wouldn't argue here whether that 'B' word is a good or a bad idea. What I would argue is that at this moment, the state of flux makes most people feel uncomfortable – and that's bad for business, especially one that thrives on consumer confidence like our own.

Ups

The good news is both the Government and the Mayors of some of our biggest cities (London included) are making pledges to build, build and build houses. Now that should be a boom for windows, doors, conservatories etc. And I believe that if more houses are being built, it somehow stimulates the refurb market...even down to the couple in your town who decide it's time to improve their chilly two up, two down.

Shame the recent budget (which banged on about house building) didn't offer any energy improvement incentives.

Mince pies

Anyway, enough of this...I'm about to tuck in to my first mince pie of the season and I'll leave you continue worrying about what Auntie Grace wants for Chrimbo – how about an only once read copy of The Installer.

Back in the New Year, Brian J. Shillibeer, Editor
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The Installer

December 2017

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The Installer Vol 21 No 12

Published November 2017

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The Installer is the official
journal of:

CERTASS

THE MASTER WINDOW
& CONSERVATORY
Installers Association

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